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BIG SHOT OR BIRD SEED?

—*you make the choice*

Ever know a top executive who didn't get around? Well that's your cue now. You have never needed a fresh outlook more—with the comfortable old world falling about your ears. What are you going to do about it?

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TORONTO, CANADA - SEPTEMBER 17, 18, 19

NATIONAL INDUSTRIAL ADVERTISERS ASSOCIATION, INC.

100 EAST OHIO STREET

CHICAGO, ILLINOIS



WE'VE HEARD THAT—

OPACS on Evasion in Freight Charges

Subterfuges and devices employed to evade price ceiling schedules were recently listed in a statement made public by the Office of Price Administration and Civilian Supply. One of these that was condemned was "unwarranted freight charges arrived at by computing haulage from some point other than the dealer's yard or actual and final place of shipment to the buyer."

The following is the text of the statement by OPACS on "Payment of Unwarranted Freight Charges":

"Ceiling prices in some schedules (aluminum scrap, for example) are established on an 'f.o.b. point of shipment' basis. This clearly means f.o.b. the point from which the material is actually and finally shipped on an uninterrupted trip to the buyer. Some sellers, however, have construed the price schedules to permit the buyer to be charged for freight which has been paid or incurred by the seller in accumulating the material. But the 'point of shipment' is not some point from which shipment was made to the seller; it is the point from which the seller finally ships to the buyer. This 'point of shipment' ordinarily is the seller's plant or yard, and only freight from such point to the buyer may be charged. In some cases, however, the material may be shipped direct to the buyer from some point other than the seller's plant or yard. In such cases only the freight actually incurred from the point of final shipment to the buyer may be charged, and not some higher freightage which would have accrued had shipment been via the seller's yard."

Defense and Our Ability to Pay for It

According to W. J. O'Connor, manager of the Utah Dept., American Smelting & Refining Co., Denver, in his talk before the Central Western Shippers Advisory Board's annual meeting in June, the national debt was slightly over one billion dollars in 1916. In 1919, after the close of the war, the debt was \$25,484,000,000. In 1930, because of the prosperous times of the twenties and the capable work of Andrew Mellon, the debt was reduced to \$16,185,000,000. In 1941, the national debt is estimated at 48 billion dollars. Despite the fact that this country has had good business for 6 out of the last 10 yrs., the government has operated at a loss, and has increased the debt 32 billions.

The national wealth of this country is approximately 345 billions, but the public and private debt is 170 billions, which is about a 50 per cent mortgage on our assets.

Relatively heavy debt is one reason why credit expansion does not develop. Although the banks have surplus funds to permit an enormous credit expansion, so much of the wealth of the Nation is encumbered by debt that there is a scarcity of collateral.

In addition to our debt of 48 billions, the government has now appropriated some 43 billions for armaments,

making a total national obligation of approximately 91 billions of dollars.

How is the bill going to be paid? The national income in 1941 should be 85 billions. The government should spend a total of 20 billions in annual operating and defense costs. Taxes on the present basis should be 8 billions, with probably another 5 billions to be raised by increased taxation provided by the present Congress. According to the Dept. of Commerce figures, 67 per cent of our national income is paid to labor, and this figure is now probably higher, because of so many 10 cents an hour increases. If the income tax exemptions are not lowered to tax lower incomes, it means that tax increases must come almost entirely from the national income other than that paid labor. If labor is to get a large share of the defense program profit, it is logical to suppose that labor should pay a large share of the additional cost, but this apparently is not going to be the program, at least for the present.

A report on 92,000 of all the manufacturing corporations in the United States shows that of their net income during the average years, 1925 to 1930, they paid 27.2 per cent in taxes, 54.1 per cent in dividends, and 18.7 per cent in surplus for reserves. In 1940, these same corporations paid 54.5 per cent in taxes, 36.4 per cent in dividends, and 9.1 per cent in surplus.

These 92,000 manufacturing corporations had a gross income in 1940 of 60 billions, on which they made a net profit after taxes of 2½ billions. Now, if the government took 54.5 per cent of net income in taxes in 1940, a reasonably normal year, and left only 2½ billions, where is it going to get 5 to 6 billions in additional taxes it is now talking about.

Even if the national income increased to 100 billions in 1942, as predicted, the government cannot finance even part of this defense program without eventually taxing the lower incomes in the country. As far as business is concerned, there probably will be very little war profit, and a greater tax on so-called normal profits.

Soybean and Defense

The soybean crop has been hailed as of high importance in meeting actual and potential defense needs. Developed in recent years to the status of a major American crop, research of the U. S. Dept. of Agriculture and other agencies shows soybean oil to be a promising substitute for a number of imported oils. Of particular interest are the possibilities for its use in place of imported drying oils in paints, varnishes, and enamels.

In calling attention to the possibilities of soybean oil in these widely used products, the Bureau of Agricultural Chemistry and Engineering says that approximately 50 million lbs. were used in this way last year. One manufacturer is said to have marketed in the past few years about 1 million gals. of paint, using only soybean oil as the oil vehicle. Research in the U. S. Regional Soybean Laboratory at Urbana, Ill., is an important factor in this development.

T. H. Hopper of the Bureau of Agricultural Chemistry and Engineering said recently that the experimenters at the laboratory make use of accelerated weathering and other laboratory tests in preliminary judging of newly devised protective films. "But final judgment is based," he said, "on results of actual exposure of prepared panels placed on a test fence exposed to sun, wind, rain and cold."

Other evidence of the probable usefulness of soybean oil in times just ahead is to be found in Hopper's statement that "there seems to be an excellent prospect that the separation of soybean oil into 2 fractions will make possible a chemical treatment of one of the fractions to make it a good substitute for imported tung oil—a rapid drying oil—in the manufacture of waterproof varnish and enamels."

The Next Bottleneck?

(An Editorial)

DOWN the stretch in the present race of production, management and transportation to win the race for defense, a neck and neck situation exists so as to make the event a real thriller. The odds, however, are in favor of transportation to win out; consequently, big money has been wagered, so much, in fact, that unless the favorite comes in under the wire first, a good majority of the onlookers are going to be hit hard.

All three participants in this great race have been in competent hands in preparation for the event, but in the case of the favorite, and on whom so much depends, it is just barely possible that it may lose out because one man's judgment of its conditioning has been ignored. This man was chosen to decide not only on the conditioning but on how the race was to be run.

There is, therefore, the fear that although down the stretch, transportation may seem to be holding its own, the other two participants may take the lead to leave transportation far back and out of the race entirely.

In this race for defense, however, it is not in the cards that transportation should lose out. As a matter of fact, it must win, because the Government's as well as the industry's stakes on the event are their inventories. To tie up such wealth to a loser would be calamitous; to permit it to lose out because of the need for authoritative centralized control of its direction is equally calamitous.

As J. H. VanDeventer, editor of *Iron Age*, stated in a recent editorial, "Managing Time," manufacturing and merchandising as they tie in with defense "are in experienced and capable hands that know how to do what they are given to do, but when it comes to the responsibility of getting goods to the consumer under the general management of transportation, the situation is not so clear. Whether these hands are capable of doing their work will soon be discovered. If not, then there will be the greatest piling up of finished goods inventories that the world has yet experienced."

The race down the stretch has revealed some fine qualities in the participants and under the most trying of conditions. Let's hope, however, that the more exacting conditions near the finish line will find the favorite, transportation, equal to the occasion, all because of a far-sighted decision to allow its commissioner free and unhampered rein in planning and working out what should be done.

Development of Oswego, N. Y. Port Under Way

Oswego, N. Y., has been chosen as the first sizable project in a 5-yr. development plan of the New York, Ontario and Western Railway Co., Frederic E. Lyford, its trustee has advised. The road officially announces, after the concurrence of its bondholders and United States District Judge Murray Hulbert, under whose jurisdiction is the reorganization of the company, that work will commence immediately on the development of yards and dock terminals at the Port of Oswego with an initial expenditure for such facilities of the sum of approximately \$80,000.

Mr. Lyford stated that after a thorough survey had been made of the potential new business that would favor the Port of Oswego, and with the cooperation of the City of Oswego, the Oswego Harbor and Dock Commission, the Oswego Chamber of Commerce and other civic bodies, he felt justified in recommending that the N. Y. O. & W. docks at the Port of Oswego be the first project in the future development of the railroad.

The trustee further stated that through the untiring efforts of Mayor Willard J. Hall, city attorney Harry C. Mizen and president George Campbell of the Harbor and Dock Commission, as well as transportation agent Peter J. Shortt of the Commission, and its former guiding factor, Commander John Gill, U.S.N.R., and the members of the City Council and the Harbor and Dock



Frederic E.
Lyford

Commission, the construction of this facility has been made possible. He has their assurance of close cooperation in assisting the railroad and, therefore, deems this development timely. The respective heads of the United States Coast Guard, New York State Barge Canal Commission, United States Army and United States Army Engineers and Federal, county and city authorities, with full collaboration of all local forms of transportation and public utilities, are working jointly in the furtherance of this project and the development of the Port of Oswego.

The firm of Merritt-Chapman and Scott, S. H. Serre, resident manager, of Cleveland, Ohio, has been retained to supervise and construct the entire initial project for the bulk terminal operation contemplated by the N. Y. O. & W. Approximately one mile of track will be laid by the trustee's forces in the makeup yard layout; the present coal trestle removed, and other trackage facilities constructed for the interchange of freight to handle lake boats and canal equipment. Diesel engines are expected to be used for switching, and suitable platforms, sheds and electric cranes erected for the rapid dispatch of vessels for day or night work in the handling of volume tonnage comprising some 44 various bulk commodities that should be attracted by this develop-

ment to move through the Port of Oswego at rates favorable to the general shipping public.

Mr. Lyford stated that with normal weather conditions this Fall, the contemplated facilities would be completed before Winter sets in.

Reopening of Old Ore Fields to Increase Traffic

On Aug. 5 the M. A. Hanna Co., Cleveland, announced a plan to reopen the Clifton ore fields in St. Lawrence County, New York, with the expectation that operations will be in full swing next Summer. A subsidiary firm, the Clifton Ore Co., Inc., has been formed to take direct charge. Mineral rights to some 23,000 acres have been purchased. The field has not been worked for 71 yrs. It produces a magnetite ore.

Jones & Laughlin has likewise announced that the Benson Mine in New York State will be reopened. All this means increased ore movement by railroad and boat from the Lake Ontario region Westward to Lake Erie ports in the industrial belt.—Fiske.

Last Loads of Silk On West Coast

One of the last Japanese silk ships to drop cargo at a West Coast port prior to the effective hour of the freezing order was the Tatuta Maru of the Nippon Yusen Kaisha Lines. Following the lifting of 18 libels against her cargo, this ship unloaded 5,888 bales of raw silk at San Francisco on Aug. 2. The silk had an estimated value of \$3,000,000 and represented nearly a month's normal supply for the United States. Customs officials indicated the silk was to be sealed in freight cars, shipped to Eastern consignees, and there taken over by the government for military needs.

The Japanese motorship Heian Maru, faced with 5 libels, cancelled a scheduled voyage to Vancouver, B. C., and on Aug. 3 unloaded an \$840,000 cargo of silk at Seattle.—Herr.

T & W Air Service Increases Poundage of Defense Items

Transcontinental & Western Air, the big airline which maintains headquarters in Kansas City, Mo., is moving a constantly growing amount of air express, figures for the first 6 mos. of the year reveal. Much of the increase is due to the movement of defense items, such as rubber gas tanks, optical instruments, X-ray and medical equipment, serums, machine tool equipment and parts and aircraft parts.

Airmail and passenger movement also has shown strong increases in that 6-mo. period.

The express poundage increase by months:

	1940	1941	Per Cent Increase
June	90,566	169,632	87.3
May	91,120	161,668	77.4
April	85,727	146,095	71.5
March	77,359	129,945	68
February	54,817	106,873	95
January	71,675	91,018	27

—S. Smith.

Air Freight from Los Angeles to N. Y. in 13 Hrs.

Extension of the Universal Air Freight Corp.'s service Westbound from New York and Detroit has given Los Angeles daily air freight service on a 13-hr. schedule from New York and 11 hrs. from Detroit.

First California shipment under the extended service schedule consisted of Army uniforms and insignia for a 20th Century-Fox motion picture, which was consigned to a Hollywood consumer.

The new service, which went into effect during the last week in July, links Los Angeles with other metropolitan centers of the U.A.F.C. schedule, including

Detroit and New York, Cleveland, Chicago, Des Moines, Dallas, St. Louis, Kansas City, Minneapolis, St. Paul, Tulsa and Denver.—Herr.

A.A.R. Annual Meeting Nov. 12-13

The annual meeting of the Assn. of American Railroads will be held at the Stevens Hotel, Chicago, Nov. 12-13. Open sessions will be held and addresses will be given by Chairman Eastman of the I.C.C. (dinner meeting on the night of Nov. 12), and by Ralph Budd, defense transportation commissioner (tentatively scheduled for A.A.R. luncheon on Nov. 12).

Dr. Frederick to Speak at Boston Conference

Dr. John H. Frederick, Professor of Transportation and Industry, School of Business Administration, the University of Texas, will discuss the subject of distribution in his speech before the 13th Annual Conference on Distribution to be held at the Hotel Statler, Boston, Oct. 6 and 7. Other speakers include Norman Rockefeller and Thurmon Arnold.

Wilmington, N. C., in Need of Cold Storage Warehouse

Cold storage facilities in Wilmington, N. C., and the immediate territory are claimed to be inadequate, due to the industrial expansion and the resulting influx of workers.

The North Carolina Shipbuilding Co. will soon be under full swing and employing between 5000 and 6000 workers in the construction at one time of 12 vessels of 7500-ton capacity.

Within 25 miles of Wilmington, Camp Davis has been established and now has a soldier population of 20,000. The Marines are building a permanent base along New River and the Inland Waterway within 50 miles of Wilmington, with facilities for the accommodation of 15,000 men.

There have been built, or are under construction, 1285 houses for the accommodation of families of the various military points and shipyard workers in Wilmington. Private interests have already built about 500 dwellings to take care of this expansion.

There have been numerous inquiries for cold storage facilities, of which one came from a Baltimore concern seeking information about facilities for cool and cold storage for Philippine chipped coconut.

Cal. Whse. Group Asks for Seasonal Exemption from 40-Hr. Week

The California Warehousemen's Assn. has asked exemption as a seasonal industry from the 40-hr. week of the Wage and Hour Law on behalf of employers engaged in flat warehousing of grain in sacks and storage of other commodities. If flat warehousing of grain is classified as a seasonal industry, employers may work men on 12-hr. shifts without overtime. Minimum wage requirement of 30 cents an hour is not affected. Decision has not yet been granted.—Gidlow.

Southwest Pushes Rate Investigation

Evidence on freight rate disparity in the Southwest was prepared at a meeting in Kansas City of representatives of Arkansas, Oklahoma, Texas and Louisiana, called by a steering committee of representatives of the States involved. The information compiled will be submitted to the I.C.C.

Convention Dates

1941

Sept. 14-16—Convention of National Poultry, Butter and Egg Assn., Chicago.

Sept. 15-16—Pacific Coast Trade Conference at San Francisco.

Sept. 17-19—National Industrial Advertisers Assn., Inc., 19th Annual Conference, Royal York Hotel, Toronto, Ont.

Oct.—Annual convention of Interstate Commerce Commission Practitioners, New York City.

October—Mississippi Valley Assn. meeting at St. Louis, Mo.

Oct. 6-7—Annual Conference on Distribution, Boston, Hotel Statler.

Oct. 6-8—Twenty-eighth convention, National Foreign Trade Council, New York City, Hotel Pennsylvania.

Oct. 6-10—National Safety Council, annual meeting, Stevens Hotel, Chicago.

Oct. 8-9—Atlantic States Shippers Advisory Board, Syracuse, N. Y.

Oct. 13-16—American Hardware Manufacturers Assn., semi-annual meeting, Atlantic City, N. J.

Oct. 22—Associated Traffic Clubs of America, Fall meeting, Milwaukee, Wis.

Oct. 27-30—Annual convention of American Trucking Associations, Inc., New York City.

Nov. 6-8—Annual meeting of Southwest Warehouse and Transfermen's Assn., Rice Hotel, Houston, Tex.

Nov. 12-13—Annual Meeting of Assn. of American Railroads, Stevens Hotel, Chicago.

Nov. 13-14—National Industrial Traffic League, annual meeting, Palmer House, Chicago.

Nov. 17-19—National Fertilizer Assn., annual Southern meeting, Biltmore Hotel, Atlanta.

December—American Marketing Assn., annual meeting, New York City.

1942

Feb. 9-14—National Furniture Warehousemen's Assn. 22nd annual meeting, Palm Beach Biltmore, Palm Beach, Fla.

Feb. 17-20—51st Convention of American Warehousemen's Assn., San Francisco.

April 27-May 1—Annual meeting of U. S. Chamber of Commerce, Washington, D. C.

The I.C.C. had filed notice for a reclassification of freight rates in the Southwest and asked a class rate investigation and consolidated freight classification.

The first hearing under the I.C.C. motion, held in St. Louis, brought petitions by the railroads to postpone the investigation indefinitely on the grounds that conditions at present are not normal and should not be made the basis for any decision on freight rates, that basic reallocations of industrial channels and relocation of sources of supply and manufacture are being made, that restrictions are in force on the consumption of metals and other materials, that there is an upward trend in prices, that taxes are on the increase and there is a limitation on the output of consumer goods.

The States are heartily in favor of the investigation and want no postponement. They feel there is a need for a general reclassification of freight rates to encourage industrial expansion in the Southwest.—S. Smith.

The Traffic Department's Place in

by HENRY G. ELWELL

President

Elwell, Philips & Co., Inc., Elizabeth, N. J.

"**H**ERE am I—educated—an officer of my company—yet I have no real conception of the actual functions of a traffic department. I know what to look for when hiring a sales manager, or a production manager or a purchasing agent, but I haven't the least idea how to determine the qualifications of a traffic manager," said a manufacturing executive to the writer in a recent conversation.

Here is an administrator—typical of others—a graduate of a great university—well versed in business economics—admitting that he knows little about a vital factor in transportation—transportation

on which depends the production and sale of all goods.

It is passing strange that in this day and age so few in administrative positions really understand the value of efficient traffic management as applied to their own industry.

Not a few executives fail to consider the tremendous change which has been brought about by I.C.C. regulation—rail, highway and water carriers—and competitive conditions.

The stress and strain of competition reflect the same process of evolution in regard to traffic management as in all other activities, like production and selling.

We venture to say that less than 10 per cent of the industrial leaders who read this article are aware that the normal transportation costs—on inbound commodities, materials handling within a plant and outbound shipments—come to about 25 per cent of the cost of doing business. Further, we venture to say that 90 per cent of the executives who note this statement will doubt that transportation costs rise to as large a total in the production of goods.

Over a period of years we had approximated this figure of 25 per cent in making studies of various businesses required by our work. Later, the United States Department of Commerce issued a bulletin reporting the findings of a detailed study among thousands of manufacturers and other shippers throughout the entire country which showed that the average cost of transportation amounts to 23 per cent of the selling price and 26 per cent of the cost of doing business.

Knowledge Important

Clearly, then, traffic management, which includes the study of transportation costs, has a real place in the business structure—of such significance that executives ought to have some knowledge of its functions to enable them to make suitable selections. Every industrial executive must realize the importance of traffic management as related to his business or else waste will continue in industry.

It is, of course, not necessary that the person in authority be a qualified traffic manager to enable him to select the type of traffic management best suited to the needs of his organization. Even so, a general understanding is essential in order to determine the place of the traffic department in the establishment; otherwise, the wrong choice may be made.

In any manufacturing concern raw materials are purchased, transported to the factory, processed, and the products sold and delivered to the customers. Included is the movement of the raw materials and the finished products in and about the plant/mill—termed materials handling, which also comes within the scope of traffic management.

The purchasing, processing, accounting and selling are guided by department heads whose titles indicate their ability in and respon-

Mr. Executive—

Is Your Traffic Department

- 1—Studying distribution methods, use of stop-off privileges, warehouse locations, etc.
 - 2—Studying materials handling methods and submitting recommendations for selecting labor-saving materials handling equipment.
 - 3—Advising department heads of shipping policies.
 - 4—Watching competitors' moves in transportation matters.
 - 5—Preparing freight rate charts and sales territory maps as applied to freight rate areas.
 - 6—Securing, retaining or preventing changes in rates and classifications.
 - 7—Detecting, analyzing and acting on rate discriminations.
 - 8—Selecting routes, quoting rates and maintaining rate-route files in interested departments.
-

ce in Business

sibility for a well defined range of endeavor in the dealings of the manufacturing establishment. At the same time, in too many instances an executive because of his inability to define the province of traffic in his own organization, loosely applies the title of "traffic manager" to an inexperienced person—consequently the transportation and materials handling functions are not properly directed.

The traffic department should be responsible for the movement of commodities and products into, through and out of the plant. The traffic manager should have ability in and responsibility for that special sphere of company operation.

A company's transportation needs are dictated by its individual characteristics; the kind of business, plant location, raw material sources and nature, purchase terms, and product peculiarities. Also packing, distribution areas and procedure, sales terms, competitive conditions, etc. With all of these things the traffic manager must be familiar.

The traffic and transportation field is very complex, highly competitive, and frequently changing, so that shippers are always facing new opportunities and new penalties.

Skill Pays

As most transportation rates and rules are generally the outcome of shipper/carrier conferences, dependent on government approval, they are likewise subject to revision for salient and appropriate reasons. On the other hand carrier tariffs offer many privileges or special services, frequently little known to shippers lacking definite traffic protection whereby transportation costs can be reduced.

The skill required in using such methods to reduce transportation costs; the capacity to organize and direct routine operations in the traffic department; the traffic knowledge and advice available to other department heads and to the officials; and the accomplishment of efficient and economical movement of raw materials and products, these are the qualities an executive should expect of the traffic manager.

Let us divert for a space in order to demonstrate one phase of the assertions contained in the preceding 5 paragraphs. "Anyone can telephone the railroad freight agent for a freight rate"—we use these

Mr. Executive—

*Real Traffic Management Saves Money**

- 1—A freight rate adjustment for the Jones Corporation showed a yearly cost reduction of \$25,000.
- 2—Trucking studies, freight rate adjustments, installation of transit privileges, etc., for the Andrews Company gave it a decrease in costs of \$8,500 yearly.
- 3—A freight rate reduction of 40 cents per ton enabled the Bryant Company to sell 70 carloads of its product. Without the reduction, the sale would have been lost to a competitor.
- 4—\$9,596 was saved for the Brady Company by reductions in trucking costs, adjustments in freight rates, classification changes, control of demurrage, etc.
- 5—A classification reduction for the Excelsior Company saved yearly, 18 per cent in freight charges on less-carload shipments, and 30 per cent on carload consignments.
- 6—Correcting a bill of lading description resulted in an annual saving of \$1,000 on just one item for the Dudley Company.
- 7—A classification adjustment for the Luner Corporation resulted in a 40 per cent reduction in freight charges on one product—total of nearly \$4,000 saved yearly.
- 8—Study of materials handling methods and recommendation for improvement resulted in yearly cost saving of over \$10,000 for the Traymore Company.

* Names are fictitious, but cases are actual.

words in quotation marks because all too frequently one hears an executive make that remark when explaining his reason (?) for not having the services of an efficient traffic department. Yes, anyone can telephone a railroad freight agent for a freight rate. Granting that the agent furnishes the correct legally published rate—is it not possible that a lower rate might be secured?

For instance, we have in mind a manufacturer who uses the services of an efficient traffic department. The sales department of this manufacturer requested the traffic department to quote the freight rate on a certain commodity to a given destination. The traffic department quoted the legally published rate which was \$2.95 per 100 lbs., also noting that a competing origin of shipment had the same rate to the destination in question.

This did not satisfy the traffic department. It worked out a pro-

posal—for a rate of \$2.40 per 100 lbs.—and filed it with the railroad. The lower rate was published, thereby providing the manufacturer's sales department with a rate 55 cents per 100 lbs. under that of the competitor. With the \$2.40 per 100 lbs., the sale was made against the competitor who still had the \$2.95 rate. This example does not cast any "brickbats" toward railroad freight agents, but it does describe one of the functions of an industrial traffic department and how the department helps a manufacturer.

Other Studies

While the foregoing outlines an operation of a traffic department there are many more of value to a manufacturer some of which may be listed as follows:

1. Studying distribution methods, use of stop-off privileges, warehouse locations, etc.
2. Studying materials handling methods and submitting recommen-

dations for selecting labor-saving materials handling equipment.

3. Advising department heads of shipping policies.

4. Watching competitors' moves in transportation matters.

5. Preparing freight rate charts and sales territory maps as applied to freight rate areas.

6. Securing, retaining or preventing changes in rates and classifications.

7. Detecting, analyzing and acting on rate discriminations.

8. Selecting routes, quoting rates and maintaining rate/route files in interested departments.

That the application of traffic functions, including those above mentioned, does bring about savings for manufacturers who avail themselves of real traffic department assistance is shown by the following illustrations of what has been done.

Savings Made

1. A freight rate adjustment for the Jones Corporation showed a yearly cost reduction of \$25,000.

2. Trucking studies, freight rate adjustments, installation of transit privileges, etc., for the Andrews Company gave it a decrease in costs of \$8,500 yearly.

3. A freight rate reduction of 40 cents per ton enabled the Bryant Company to sell 70 carloads of its product. Without the reduction, the sale would have been lost to a competitor.

4. \$9,596 was saved for the Brady Company by reductions in trucking costs, adjustments in freight rates, classification changes, control of demurrage, etc.

5. A classification reduction for the Excelsior Company saved yearly, 18 per cent in freight charges on less-carload shipments, and 30 per cent on carload consignments.

6. Correcting a bill of lading description resulted in an annual saving of \$1,000 on just one item for the Dudley Company.

7. A classification adjustment for the Luner Corporation resulted in a 40 per cent reduction in freight charges on one product—total of nearly \$4,000 saved yearly.

8. Study of materials handling methods and recommendation for improvement resulted in yearly cost saving of over \$10,000 for the Traymore Company.

An extended list of further items of savings could be included as there are a multitude of ways by which a traffic department can be of value to a manufacturer. As a case in point, take the side track agreement existing between a railroad and a shipper who has a siding connection with a rail carrier.

Despite the heavy liability assumed, many owners entirely over-

look their responsibility in this matter—an obligation involving a contingency embracing potential heavy monetary losses if insurance protection is ignored. Be that as it may, an alert, well informed traffic department will see to it that the liability is covered by the necessary insurance—at least, it will report the risk and submit pertinent recommendations.

It is not realized by numerous shippers who have siding connections with a railroad that the industry contractually assumes liability for damages arising from injury to persons and property, growing out of the use of industry side-tracks. This liability is squarely placed on the owner, or user, of the private side-track by the uniform clause in side-track agreements. Such liability can be, and should be, covered by insurance.

On the other hand, this contractual liability is not covered by the terms of the ordinary insurance policies. It is the duty of the traffic department to check the siding agreement with the insurance papers, and where coverage is not provided, to call attention to the matter.

This application relating to the side-track agreement is included to suggest giving consideration to the ramifications of the work of the traffic department which extends far beyond the quoting of a freight rate or the auditing of a freight bill.

Reflection as to the magnitude of the activities of a traffic department reveals that manufacturers in general have a dual traffic and transportation proposition in the study of both the inbound and the outbound movement of commodities.

For the purpose of explanation, take this inbound and outbound movement to be made by 2 types of carriers, i.e., railroads and motor trucks. Even where other carriers are used, the same principles are present. Now, analysis shows that the inbound movement of materials creates a number of points to be solved, several of which are:

Available sources of materials.

Transportation facilities to be used.

Control of goods in transit.

Control of inventories, or stocks on hand.

Intra-plant handling of the materials.

Paramount Questions

Furthermore, there are paramount questions involved in the outbound movement of products, which line up somewhat as follows:

Packing and shipping.

Transportation facilities to be used.

Control of goods in transit.

Warehousing.

Service to customers.

Thus, we note, while the issues appertaining to the inbound and outbound movement of goods evolve from distinctly different demands, nevertheless, from a traffic and transportation viewpoint, they are basically the same; moreover, co-ordination will be lacking unless there is efficient supervision under the leadership of a department authorized to handle all traffic functions included in an industry's transportation requirements.

Of course, it may be argued that the purchasing department, or the production department, or the accounting department, or the shipping department, or perhaps the sales department of a company can manage the traffic problems. But, let us note the main traffic interests of each of these departments.

The purchasing department's work creates the necessity of a study of proper transportation facilities, lowest freight rates, correct routes, expediting and tracing of inbound consignments.

Other Departments

The production department's performance means a study and control of receipt of goods, materials handling methods and equipment, and packing.

The accounting department's part relates to freight rates, freight bill auditing, claims, and carrier credits.

The shipping department's efforts embrace marking, classification descriptions, weighing, preparation of bills of lading, loading of freight cars and trucks, and shipping goods.

And different from all the others is the sales department's outlook toward lowest freight rates on outbound products, correct routes, transit privilege advantages, expediting and tracing of goods to customers, new markets, competitive conditions, warehousing, and service to customers.

From the above listings it is manifest that real "teamwork" in traffic and transportation cannot be accomplished when diversified departmental interests are jumbled. But, a more important aspect of the entire situation—not one of the 5 departments can take the lead in traffic tasks in addition to directing its own special operations. Then, too, Federal and State regulation of carriers requires a knowledge of transportation law. Also, frequent revisions of freight rates, tariffs, etc., impose the utmost vigilance to keep abreast of changes. These are functions which cannot be assumed by any department other than the traffic department.

To properly control the many traffic and transportation items of

(Continued on page 57)

(*Names are fictitious but cases are actual.)

Midwest Shippers' Campaign to Keep Freight Cars Moving

**Launched by Members of Advisory Board for Real Action
With 100 Vigilance Committees on Car Efficiency in as
Many Local Communities to Work Out an 8-Point Program**

KEEP the freight cars moving" is the slogan of a campaign launched last month by the Midwest Shippers Advisory Board from the Chicago headquarters for the purpose of expediting car movements by eliminating handling delays and other causes of transportation waste.

To make the project a matter of "deeds not words," 100 Vigilance Committees on Car Efficiency have been organized in as many local communities throughout the Midwest Board's territory, with A. H. Schwietert, traffic director of the Chicago Association of Commerce, as general chairman and coordinator of the drive. Each committee is composed of 10 members representing shippers and receivers of freight and the railroads involved in each locality.

Six of the groups will operate in Chicago and the others in towns throughout the Midwest Board's area, which includes Illinois, Iowa, Wisconsin, Western Indiana and the Northern Michigan peninsular country. In the smaller towns, where freight traffic volume does not warrant formation of full committees, the campaign will be conducted through representatives of commodity groups, such as coal and lumber dealers and operators of grain elevators and bulk gasoline stations.

Fred A. Schleifer, traffic manager of the Franklin County Coal Corp., and chairman of the Midwest Shippers Advisory Board, said the mobilization of shippers and receivers of freight behind this drive to promote transportation efficiency was being taken not only as a patriotic effort but for the protection of the particular interests of each community in the Board's territory. The purpose, he said, is not only to eliminate any practices which would have the effect of retarding national preparedness efforts but also to assist in promoting the ordinary demands of commerce.

"Public opinion almost unanimously agrees," said Mr. Schleifer, "that the country faces a constantly increasing transportation demand and while it is not our purpose to paint either a bright or a dark picture, it is our belief that the railroads and their patrons have a big job on their hands. Up to this time the railroads have performed satisfactorily and we see no justification for alarm as to their ability to continue to do so, provided they make every available unit of power and rolling stock produce with maximum efficiency, insofar as their responsibility extends. And provided, further, that shippers and receivers of freight cooperate with the railroads. To this end deeds not words are essential and we believe that through our vigilance committees much can be accomplished to speed up car movements."

In the memorandum prepared for the guidance of vigilance committee activities are listed 8 suggestions for "doing something about the car supply," as follows:

1. Heavier loading of car.

Purchasing and operating departments of an industry should cooperate to accomplish stocking of materials in such units as will permit full utilization of cars. Sales and other departments should cooperate to accomplish full loading of outbound cars. In many instances failure to load cars to full capacity can be traced to habit, as where a certain size car has become standard.

2. Complete unloading of cars.

Instruct unloading crews to remove all blocking and debris before car is turned back to railroads, so that car may be ready for immediate reloading. The value of dunnage and blocking, in many cases, will be found of more value than labor costs to remove it, whereas when a car is forced to go to the cleaning tracks it means delay and expensive cleaning operations and further delay in spotting the car at an industrial plant.

In this connection, the Midwest Board submitted figures from 8 railroads serving Chicago which show that during the month of May they had to send 10,158 cars to the cleaning tracks, causing a loss of 28,140 car days. If it had been possible to get a complete report from all Chicago railroads, it is estimated that some 90,000 car days would have been lost that month in Chicago, due to failure of consignees to completely unload cars.

3. Load and unload cars promptly.

Disregard free time and under no circumstances allow freight cars to be used for storage. In the Midwest Board's territory 200,000 cars are unloaded and loaded weekly. Release of all cars 24 hrs. sooner would provide a tremendous reservoir of extra freight equipment.

4. The 5-day week.

Adjust your forces so that cars may be loaded and unloaded at least 6 days a week. Delay of equipment caused by the close-down from Friday to Monday has the same effect as reducing the available supply of transportation.

5. Order cars promptly.

If you anticipate a heavy loading schedule, tell your railroad about it, giving as much advance notice as possible, but do not order cars placed until commodities are ready to load. In times like these there is a temptation to order cars in excess of requirements; nothing will tie up cars faster than such a practice. Padded orders create dissatisfaction and may deprive your neighbor of opportunity to ship his materials.

6. Load cars towards owner—Observe car service rules.

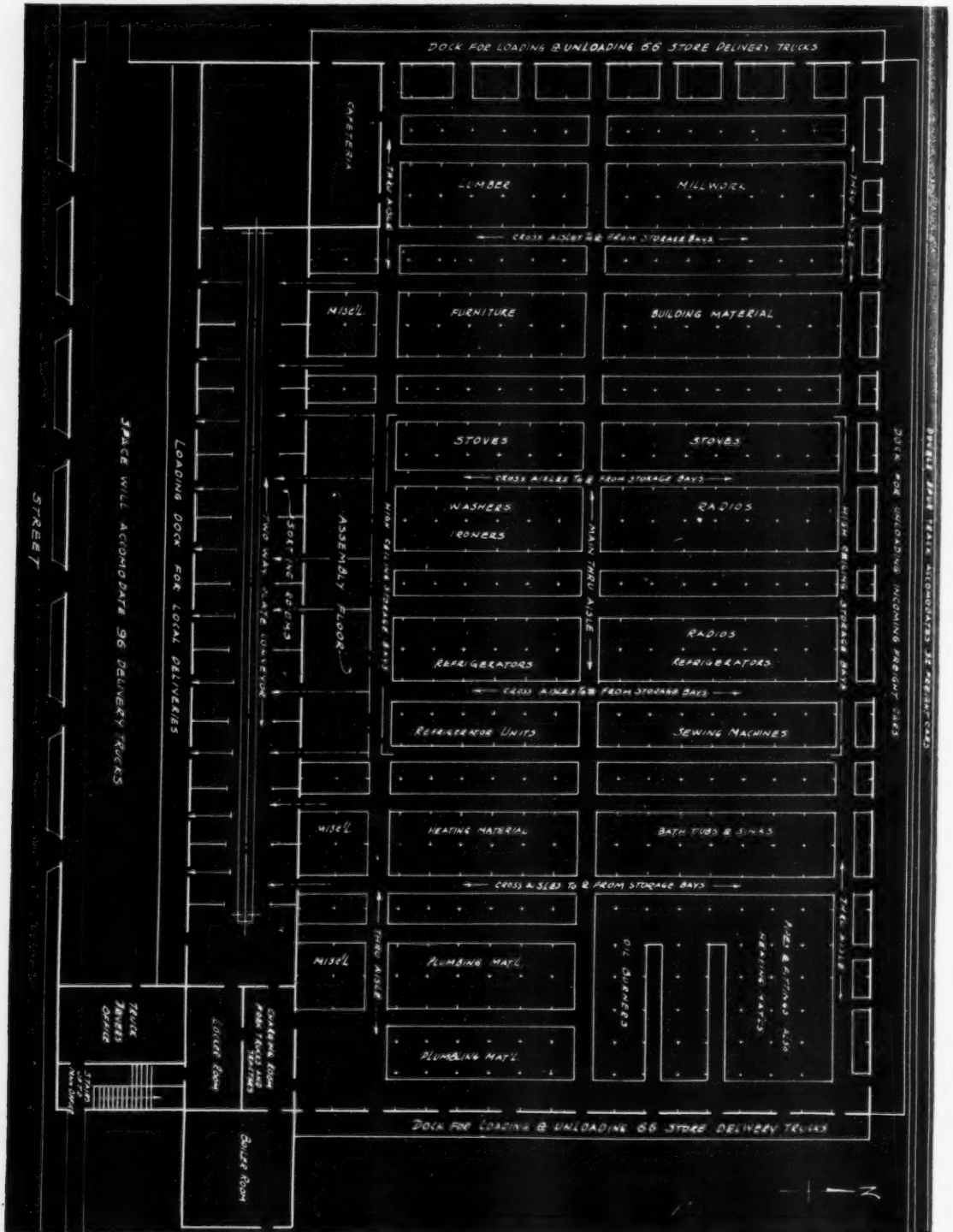
There is no better way to guarantee proper car supply in all districts than to make the car earn its way home loaded. Consult your railroad agent. Provide full routing to destination, so he may more readily select a proper car for your use.

7. Conserve special type cars.

Certain type cars are urgently needed in the national defense program. For example, 50-ft. and 40-ft. end-door cars for movement of army trucks, etc.; long gondolas for long material that cannot load conveniently

(Concluded on page 57)

Sears' New Chicago Warehouse



Drawing and Photographs Courtesy Automatic Transportation Co.

use Employs Latest Handling Methods

Uses Combination of Fork Truck Pallet and Tractor - Trailer Systems Supplemented by Dollies and Conveyor; Provides 474,376 Feet of Floor Space on One Level; Docks Accommodate 32 Incoming Cars and 228 Outgoing Trucks at One Time.

By E. L. BERTRAM

Automatic Transportation Co.

COMPLETED last Fall, the new Chicago warehouse of Sears, Roebuck and Company enjoys the benefit of the latest handling methods which were worked out under the supervision of its manager, H. L. Hall.

The purpose served by the warehouse is twofold: (1) as a break-bulk and wholesale distribution point for bulky and heavy merchandise between the company's suppliers and its retail stores in the Chicago zone; (2) as a local retail delivery service for the same class of merchandise sold from floor samples in fifteen Chicago retail stores.

Designed for efficient material-handling throughout the building measures 602 feet north and south, and 788 feet east and west, providing 474,376 feet of space, all on a single level. Docks on the north side provide accommodations for 32 incoming cars, 16 on each of two parallel sidings. Docks on the east and west sides accommodate 66 trucks each (used mainly for distribution to retail stores), and on the south side 96 trucks (used mainly for local retail deliveries) are accommodated. Altogether, 228 trucks can be accommodated at one time.

Approximately 10,000 items are handled. All items literally move on wheels all the way between incoming car and outgoing truck while virtually all the available storage space is utilized up to the roof. Based on preliminary studies, the floor plans and bays were arranged to accommodate the maximum amount of pallet loads and also truck aisles were strategically planned for greatest efficiency. Typical storage bays are 24 feet or 576 square feet. Main aisles are 14 feet 6 inches to 14 feet 10 inches, permitting right angle aisle operation with fork trucks loaded.

Typical examples of the kinds of merchandise handled are refrigerator cabinets and units, stoves, radio receivers, furniture, sewing machines, oil burners, bath tubs, sinks, bicycles, pipe and fittings. In general, they consist of merchandise for which the retail store customer, because of their weight or bulk, cannot conveniently provide his own delivery.

For distribution to retail stores, the merchandise is left in its original packages, but for local delivery to customers it is unpacked and, in many cases, it is also set up and assembled ready for immediate use. Typical examples are refrigerators in which the refrigerating units are assembled into the cabinets or radio receivers in which tubes are assembled and trimmers adjusted to the frequencies of the local broadcasting stations. See figs. 14, 15, 16.



Fig. 1—Bulky items, such as radiators, refrigerators, stoves, etc., are hand-trucked a short distance from cars or street trucks, and as these items are classified, they are placed directly on pallets.



Fig. 2—For the long haul, from receiving to storage space, pallet loads are placed on trailers.



Fig. 3—Pallet loads on trailers are handled to the storage point by means of electric storage battery tractors.

With this in mind, it may be seen from a glance at the diagram how the floor and docks have been arranged to facilitate both operations and provide shortest average lines of travel.

It is relatively unimportant on what part of the floor merchandise for distribution to stores is stocked since it remains unitized on pallets all the way from the incoming cars to the outgoing trucks. On the other hand, merchandise requiring set-up or assembly does not thereafter consist of power-handling loads. So far as possible, therefore, it is grouped around the assembly area and this area, as shown, is adjacent to a reversible plate conveyor on which the individual items are distributed along the loading dock for the local delivery trucks.

As already mentioned, everything moves on wheels throughout, and the start is made at the incoming cars where the merchandise is immediately put on pallets. Two sizes of pallets are used for all merchandise—60 x 66 and 42 x 60. The manner of piling each item to form a unit load has been standardized and is well illustrated by the photographs. Serving this warehouse is a fleet of three battery-powered telescopic, tilting, tiering, center-control fork trucks, each rated at 3000 lbs. capacity and equipped with forks 48" long x 9" wide x 72" high backs so double unit loads can be safely stacked. Also two tractors, battery-powered, handle the trailer distribution system. Batteries are all high capacity type for maximum duty cycle.

Tractor-Trailer Method

Depending upon the location of the car and the part of the warehouse in which the merchandise is to be stocked, the loads are picked up by fork truck and either taken directly to stock or put on trailers and then taken in trains by tractor where they are picked off and tiered by fork truck. The latter is the plan most commonly employed. All pallets are brought to the unloading areas by the tractor-trailer method, and are usually placed in the aisles leading up to the unloading door. Bulky items, such as radios, refrigerators, stoves, etc., are hand trucked a short distance from cars (see fig. 1) or street trucks, and as items are classified, they are placed directly onto the pallets. This method permits quick unloading of more than one car or truck and also permits operator of fork truck to place the various stock speedily into storage depending on classification. The average run for such operations is 300 to 600 feet.

In stock, refrigerator cabinets are tiered four per pallet, three high; kitchen ranges two per pallet, four high; bathtubs four per pallet, two high; cartons of rock-wool insulation 33 per pallet, two high. With these and other combinations, using one or the other size of pallet, the storage areas are utilized virtually up to the roof. As an example usually 196 refrigerators are stored in each bay; stoves average 224 to 288 depending on the size. Electric washers are unit loaded 4 to 8 on a pallet and quantities stored in bay are typical of other items aforementioned. The telescopic fork trucks do all the tiering and detiering. When necessary to utilize the full vertical capacity in the high ceiling storage bays, the upper two or three pallet loads are first stacked upon one another in the aisle and are then stacked together upon the lower ones already in the storage bay (see figs. 4 & 5).

Loading outgoing trucks for distribution to stores is the reverse of the unloading of incoming cars. Loads are detiered by fork truck and deposited on trailers, then made up into trains and hauled to the dock by tractor. The fork truck ordinarily does the whole job only when the merchandise and the outgoing truck are, by coincident, close to one another.

(Continued on page 16)



Fig. 4—Pallet loads are taken from trailers and placed into storage by means of fork trucks.



Fig. 7—Note the wide variety of products, and the method of putting a given number of units on the same size pallet, regardless of commodity being handled.



Fig. 10—Because of the nature of handling, some materials such as shingles, linoleums and floor coverings do not need to be palletized, but can be handled directly on trailers by the tractor-trailer train method.



Fig. 5—When necessary to utilize the full vertical capacity in the high ceiling bays, the upper two or three pallet loads are first stacked one on another in the aisle, and are then stacked together upon the lower ones already in storage.

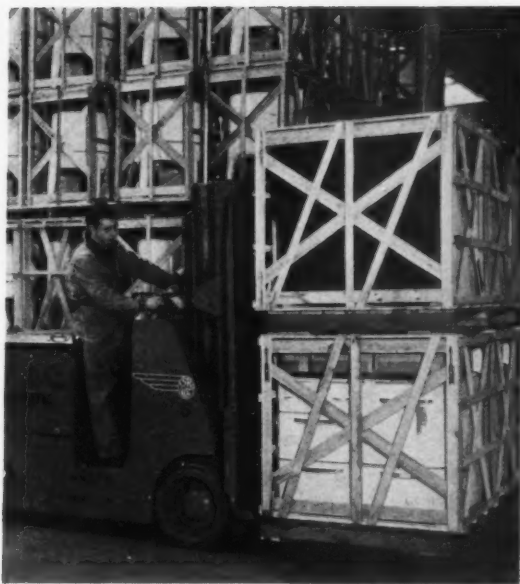


Fig. 6—On short hauls, pallet loads are handled directly to the storage pile by means of the fork trucks.



Fig. 8—It does not matter whether the load is heavy and high, or light and short. It can still be palletized.



Fig. 9—Materials in bags or bundles can be handled just as well on pallets as crated materials. Also note the cartoned materials piled on pallets in the background.

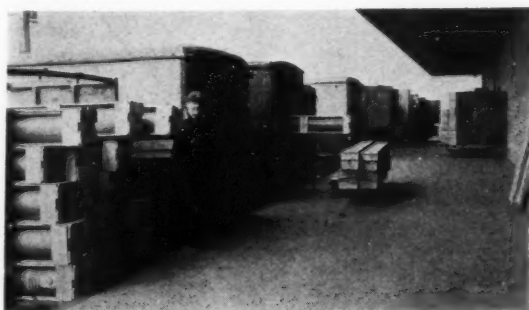


Fig. 11—Good unloading docks for trucks with wide platforms and full coverage overhead, assures quick and easy handling at all times.



Fig. 12—There is always a need for hand trucks in every warehouse, and note the volume of the commodity being handled on this particular truck.

Theoretically, the average haul either into or out of stock is approximately 900 feet, or well above the minimum horizontal movement at which the use of trailer trains begin to show an economy in comparison with single unit loads. Thus, the operation affords an excellent illustration of the coordinated use of the fork-truck-pallet and the tractor-trailer systems each doing the part of the work for which it is best adapted.

Equally interesting is the manner in which these systems are linked with dollies and a plate conveyor for

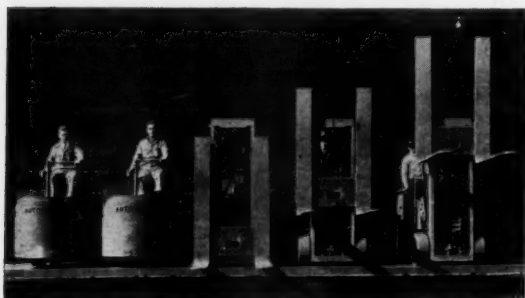


Fig. 13—This is the power equipment used. Note the high back on the fork apron, so as to assure safety in handling high loads.

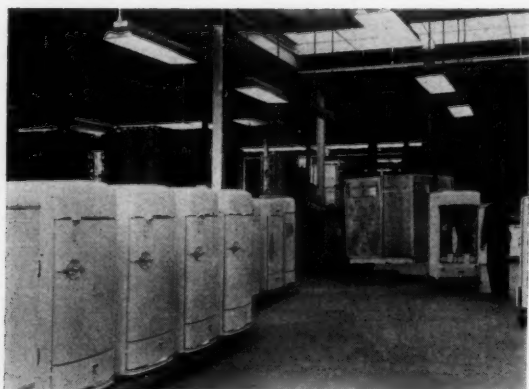


Fig. 14—The use of dollies and stationary platforms assist in easy handling when unpacking for direct customer delivery.



Fig. 15—The fork truck brings the crated merchandise directly to the unpacking and assembling department, thereby reducing the handling time, and making it possible for the operators to quickly assemble machines.



Fig. 16—The same method is used in a number of instances where the commodity is radiators, stoves, washing machines, or other merchandise. The fork trucks keep the unpacking and assembling department well supplied with crated goods.



Fig. 17—For distribution to the sorting rooms adjacent to the loading dock, for local deliveries, a reversible plate apron conveyor is used for transportation. Note the electric eye under the hoods on each side for stopping the conveyor automatically.



Fig. 18—A general view of the sorting rooms or shipment consolidation rooms and the method of handling on the plate conveyor. Also an illustration of the wide variety of products being handled, is shown.

handling items to be set up or assembled and then loaded upon local delivery trucks.

As already mentioned, these items are, so far as possible, grouped around the assembly area so that they may be detiered by fork truck and taken to the unpacking stands without the use of trailers.

Here pairs of stationary platforms are arranged at the same height above the floor as the pallet platforms, which is also the same height as the dollies used to move the merchandise after it is unpacked. One of the illustrations, fig. 14, shows how this simple arrangement permits transforming the packed merchandise on a pallet (a refrigerator cabinet) to unpacked merchandise on a dolly with virtually no lost motions.

Resting on the pallet platform, one side of the packing case is removed and the cabinet pulled out onto one of the pair of stationary platforms between which the

(Concluded on page 70)



One of the larger capacity models in the great line of Mack trucks

MACK TRUCKS . . . One to 45 Tons
and all "Heavy Duty". Gasoline or Diesel Power.

Chassis prices now start at \$625.

Coming in October

Editorial Content of DandW's

MOTOR TRANSPORTATION ISSUE

THE lead story will be devoted to the subject of how motor truck operators in the for-hire and private classes are fitting their operations and maintenance into present-day emergency conditions. Shortages of labor and equipment form the background for the attack on this problem, already here for some, or to be faced in the near future when the Government defense preparations bring about more regulation and restrictions as to materials and men.

Another story will cover discussions to take place Sept. 10 at Camp Holabird where the Quartermaster Dept. will explain its problems in procuring automotive and rail equipment, also its repair and operation. Industry will be given a chance to tell of its problems. Because of this interchange of ideas, it is believed that industry will be afforded a more profitable way to supply items needed by the Quartermaster Dept. Inspection also will be made of the automotive testing field and laboratories for all Army vehicles, the school for motor mechanics and the repairshops for Army rail equipment.

Truck operators are naturally alarmed under present conditions as to their chances of procuring vehicles, parts, and other equipment. DandW has asked the manufacturers in the automotive field to give their viewpoints as to what steps are being taken to prevent any bottlenecks that may threaten truck operators in respect to vehicle availability, servicing, etc. The emphasis on this problem is servicing with the prospect that truck operators will more and more be dependent on their own shop equipment. In the case of the large operators, the repair control set-up may, through the acquisition of additional shop equipment, reach a semi-manufacturing basis, in which old trucks will be rebuilt and salvaging resorted to in case replacement parts become scarce.

"The Motor Truck, Indispensable to National Defense and the Distribution of Commodities of Commerce" is the thought-provoking topic covered by Harry F. Chaddick, president of the Central Motor Freight Assn. and president of the American Transportation Co., Chicago. This story reveals the strides that road transport has made since the last World War in opening up trade areas and the improvements in equipment and handling that have been developed to make this possible.

The Inter-American Highway from the United States to Panama, and its connection with the proposed route of the Pan-American Highway through South America, will, when completed, establish a veritable corridor of trade and peace, an economic thoroughfare, connecting the 2 great continents of the Western Hemisphere. Joining with other highways, some completed, others merely proposed, stretching northward across the United States and Canada, and reaching into Alaska, the dream of a 16,000-mile concrete link between Alaska and Argentina would be realized. DandW presents the facts with illustrations on what has been developed to date.

Matthew W. Potts, materials handling editor of DandW, will feature equipment used for speeding up motor freight on the loading platforms.

Personnel

N. J. Meyer, Hansen Storage Co., Milwaukee, was elected president of the Wisconsin Warehousemen's Assn. to succeed George E. Nelson, David Nelson & Son Fireproof Warehouse, Kenosha, at the annual meeting, Aug. 14. T. B. Willard, manager of the Lincoln Fireproof Warehouse Co., Milwaukee, succeeds Mr. Meyer as secretary. E. F. Homuth, Anchor Transfer & Storage Co., Fond du Lac, was made treasurer.

J. W. Lawrence, Springfield, Ill., has become president of the Central Warehousemen's Assn. of Illinois. He was formerly the association's secretary-treasurer, which position is now handled by J. M. Cooper, of Kankakee.

B. M. Patton, who recently became director of the State Port Authority of Virginia and who was formerly a representative at Chicago for the Port of Seattle Commission, has been recommended by Senator S. W. Lucas of Illinois for appointment to the U. S. Maritime Commission to succeed J. J. Dempsey. Mr. Patton is also being sponsored for the appointment by Representatives R. L. Ramsey of West Virginia, E. M. Schaefer of Illinois, and M. L. Sweeney of Ohio.

W. J. Stagner, for the past 10 yrs. traffic representative of the Houston Port Commission, has become manager of the Patrick Shiplide Warehouse, Houston, Texas, succeeding S. L. Speer, who has gone into business for himself.

J. J. Scully, assistant to the general traffic manager of Johns-Manville Co., New York, was honored at a luncheon at the Hotel Commodore, July 31, attended by more than 100 friends and business associates, upon completion of his 25th yr. with the company. He was presented with a gold watch, emblematic of membership in the Quarter Century Club, an honorary organization composed of those who have been with the company 25 yrs. or more. Mr. Scully began his career with the company as a clerk in the traffic department. He was an organizer and 2nd president of the Metropolitan Traffic Assn. of New York, Inc., and was also president of the Long Island Traffic Club. He lectures on transportation at the N. Y. University and is an instructor at the Academy of Advanced Traffic.

H. W. Lockett, founder of the Electric Van & Storage Co., Sacramento, Cal., has rejoined the company as a partner with his brothers, Clarence and Clay. He has been absent for several years.—*Gidlow*.

Henry F. Grady, president of the American President Lines, has been sent by the Government to the Philippines and other points in the Far East where he will conduct a trade and transportation study involving sugar at Manila and vital raw materials from other sources.—*Gidlow*.

T. J. Stevenson, president of Bulk Carriers Corp., New York, is serving during the emergency as adviser and assistant to the director of operations and traffic of the Maritime Commission. The greater part of his time will be devoted to these duties.

Anthony E. Sicilia has severed connection with the Bates Motor Transport Lines, the Standard Freight Lines, and the American Transportation Co., for all of which he was vice-president at Chicago.

J. D. Dawson has become assistant traffic manager of the Norton Co., Worcester, Mass. E. B. Jones is traffic manager. Mr. Dawson was traffic manager of the Independent Coal Tar Co., Boston, before joining the Norton company.—*Jones*.

C. F. Farmer has become assistant to the president of the D. L. & W. Railroad in New York. A. H. Farrar, formerly general freight agent for the B. & O. Railroad in Philadelphia, has become freight-traffic manager of the B. & O. in Pittsburgh. J. W. Phipps, Jr., of Cleveland, Ohio, has gone to Philadelphia.—*Leffingwell*.

Frank Baxter, formerly with the Manlowe Transfer Co., Inc., at Spokane, Wash., has been named the district manager for this organization at Portland, Ore.—*Litteljohn*.

H. B. Thomas, G & M Transfer Co., is the president of the newly formed Kansas City Moving and Storage Assn., Inc., which enlarges to city-wide scope the smaller group of furniture warehousemen and transfermen established a year ago. There has been no such association for many years. Purpose of the organization is to consolidate the membership of the furniture warehousemen and furniture movers into one association. It has 40 members, representatives of 40 companies and warehouses.

Other officers are John Roberts, Kathrens Moving & Storage Co., first vice-president; Frank V. Kenning, K & C Transfer Co., second vice-president; Hope C. Lynch, Superior Transfer Co., treasurer. Directors are A. V. Cresto, Federal Van & Storage Co.; O. W. Thomas, A-B-C Fireproof Warehouse Co.; Ellis Leritz, Leritz & Sons; Harry Dale, W. E. Murray Transfer & Storage Co., and William S. Morris, Hite Bros.—*S. Smith*.

Ross Elected President of Cal. Warehousemen's Assn.

Gordon Ross, general manager and operating executive of the Overland Terminal Warehouse Co., Los Angeles, was elected president of the California Warehousemen's Assn. at its 21st annual meeting in San Francisco late in June. Mr. Ross was a divisional vice-president before the election. The meeting was attended by about 50.

LeRoy D. Owen, vice-president and operating executive of the Westland Warehouses, Inc., Los Angeles, succeeded Mr. Ross as divisional vice-president. Other vice-presidents, all re-elected, are: S. M. Haslett, Jr., vice-president of Haslett Warehouse Co., San Francisco; T. E. Brown, Woodland Warehouse, Woodland; and Everett Turner, Grange Warehouse Co., Modesto. D. C. Wallace was re-elected treasurer as was L. A. Bailey, secretary-manager. For the most part, the former board of directors was re-elected.

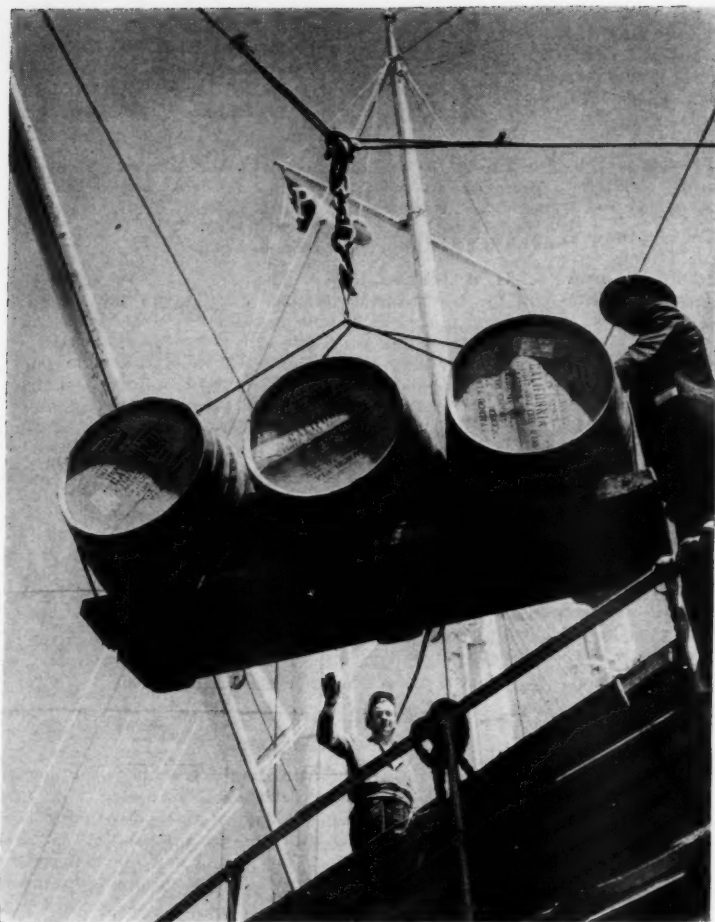
A general discussion was undertaken in the relation of the Federal defense program to the commercial warehouse industry. It was felt that regional warehouse groups may be called upon for cooperation as a point through which the facilities of the industry may be brought within the probable requirements for Government needs in the storage of raw materials or finished products essential to the Defense Program.

Mr. Ross, as chairman of the committee on standardization of tariffs, in his report related entirely to a practical revision of existing rules and regulations, with the hope that a common set of rules and regulations could be developed for Statewide application and be acceptable to the C.R.C. as a uniform basis of understanding.

A banquet was given the first night of the convention at which the retiring president, H. F. Hiller, president of the San Francisco Warehouse Co., was presented with a Chelsea ship's bell clock, as a token of appreciation for his leadership during the year's activities.

O. W. Thomas, secretary and treasurer of the A.B.C. Fireproof Warehouse Co., Kansas City, Mo., has been

(Concluded on page 24)



Swinging casks of wine aboard ship for transportation to distant points

WINE

California Ships from 60 to 75 Million Gallons Annually. Two-thirds of Which Is Transited in Bulk Containers in a Wide Variety of Tank Cars. Government Regulation Plays an Important Part.



Looking down into a typical California vineyard

THE packaging, transportation, and warehousing of wines involve many special problems of handling and treatment, not often encountered in other commodities. One reason for this is that wine is subject to close government supervision from the moment it is produced until it reaches the ultimate consumer. Then too, large quantities of wine are transited between the various wine-producing regions of California for blending, aging, storage, finishing and packaging or bottling. It has been estimated that between 60 and 75 million gallons of wines are thus transited within the State of California each year;—the wine usually being shipped from point to point in railroad tank cars or tank trucks.

The field warehousing of wine for credit purposes has developed into a large business by itself and, because of the unique regulatory conditions under which wine is

produced, the field warehousing of wine probably has no counterpart in any other industry. By special Federal regulations, responsible public warehouse companies are permitted, under certain conditions, to establish bonded store-rooms, designated officially as "Bonded Field Warehouses," for the storage of wine for credit purposes. Though established by public warehouses, bonded field warehouses for wine are nevertheless not public warehouses; they must form a part of, or constitute all, of the storage department of an established bonded winery. The bonded field warehouse cannot exist by itself, rather being superimposed, as it were, on the pre-existing winery premises, and receiving wines only from the winery of which it is a part or to which it is contiguous or adjacent.

Certain forms of processing are permitted on bonded field warehouse premises; such as the baking

of Sherry and similar wines. Such wines are stored in a warm room or are warmed in some other manner, for as much as several months. The heat caramelizes the grape sugar naturally present in the wine, imparting the nut-like or "rancio" flavor which is characteristic of Sherry and Sherry-type wines. Blending, clarification and similar kinds of cellar treatment are also carried on in the warehouse. There are approximately 28 bonded field warehouses located throughout the State of California, where upwards of 50 million gallons of wine are in storage during most of the year.

Public warehouses are also used to a limited extent for the storage of wines, after removal from the winery and prior to delivery to retail outlets. Some States have special licenses for such warehouses. These warehouses, for the storage

E presents *Special Handling Problems*

of finished wines awaiting retail distribution, however, are not to be confused with bonded field warehouses for wines, or with Internal Revenue Bonded Warehouses for the storage of distilled spirits before Federal tax payment, or with State-operated warehouses for the storage of wines and other beverages such as those maintained in Michigan and Washington.

During 1940 it is roughly estimated that some 75 million gallons of wine were shipped from California, about 5 or 10 millions of which left by intercoastal carrier for Eastern destinations via the Panama Canal. Probably two-thirds or more of this amount was shipped in bulk containers, ranging in size from 8,000-gal. railroad tank cars of from one to 6 separate compartments, to 5-gal. demijohns and kegs. The remaining one-third was bottled wine, packed in cases ranging from 4 one-gallon jugs to several hundred miniatures.

There is a wide variety of tank cars used in the transportation of wine. For example, there is the conventional type of box car in

which tight wooden tanks are built inside. There are steel tank cars, similar to those used in transporting oil, gasoline, chemicals and other fluid or semi-fluid products, with the exception that tank cars used for carrying wines are especially lined and treated to protect the wine from contact with the metal. Such cars are seldom used for the shipment of any other product, even other beverages, and are constructed and used almost exclusively for the transporting of bulk shipments of wine. Some of these cars consist of one large tank while others are divided into several compartments so that different types of wine may be shipped in the same car.

The method of cleaning these cars depends largely on the type of material with which the tank is lined, but usually, cleaning is accomplished by a thorough washing and rinsing with soda solution.

Freight forwarding agencies have played an increasingly important role in the distribution of wine, due to enlarged activities of the smaller units throughout the industry. Some wineries, of course, ship mainly in carload lots and

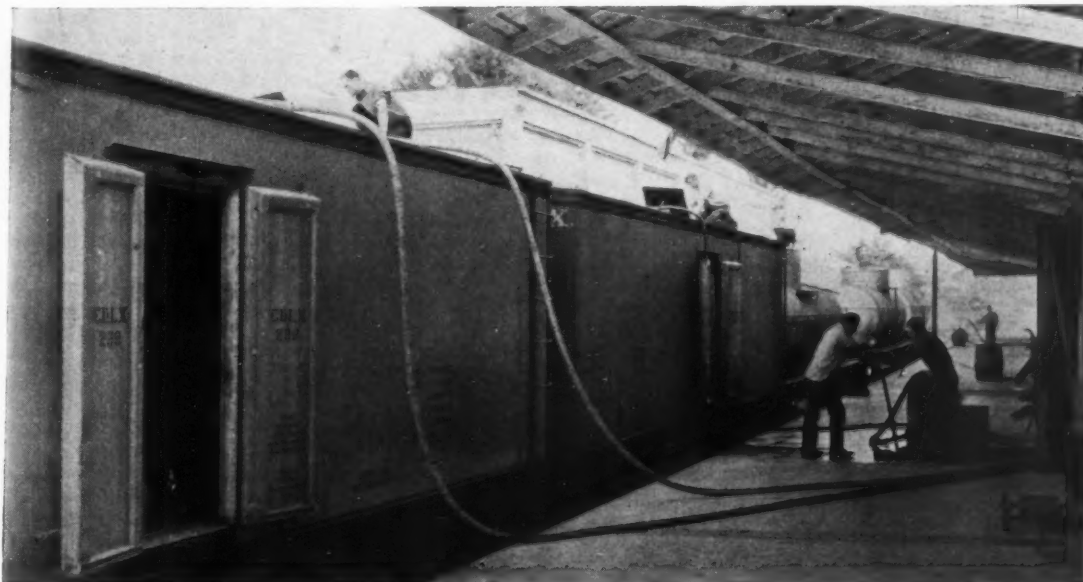
hence are not in need of the services of consolidators.

The movement of wine cargoes must be carried out in strict accordance with both Federal and State regulations. Among other things, the government requires that the winery designate one head of a barrel, or one side of a case, as the "government" head or side, on which must appear certain mandatory information, including the name and address of the shipper, his bonded registry number, serial number of the barrel or case, kind of wine, alcoholic content, net contents, etc. Copies of shipping documents must be furnished the District Supervisor of the Alcohol Tax Unit, U. S. Treasury Dept., in certain cases, and copies of all invoices and bills of lading must be preserved at the winery headquarters for a period of 3 yrs., so that they may be open to inspection by Government officers, should occasion arise.

One of the particular features of State laws and regulations governing wine transportation, as they affect carriers, is that many States require the licensing of all trans-

(Continued on page 85)

Pumping wine into tank cars at a siding of a California winery. The conventional type of box car shown above is but one of a wide variety of tank cars used in the transportation of wines. In the box cars, tight wooden tanks are built inside. Steel tank cars are especially lined and treated to protect the wine from contact with the metal.



FROM *The Capital*

St. Lawrence Action in October

With 1,400,000 words of testimony entered into the record, the St. Lawrence Waterway legislation came to a standstill late in August. No action before October at the earliest, was the prediction among House committee members. Meanwhile, Congressmen reported an intensive drive on both sides, those favoring construction of the waterway having the advantage of White House backing (a backing devitalized by a split-hair victory in the selective service draft extension fight), but the opponents sustained by the "railroad lobby."

The hearings began in June. The weight of the argument made by the proponents was that a desirable national improvement with "good neighbor" implications, is also a defense project of notable value.—*Manning.*

Advisory Committee on Cargo Priorities

At a meeting in the offices of the U. S. Maritime Commission, Aug. 13, an advisory committee was established for the handling of cargo priorities in the intercoastal services to serve the best interest of national defense and to assure movement of commodities at the proper time.

Each of important government agencies will have a representative on the committee. Harry S. Brown, chairman of the Intercoastal Steamship Freight Assn., was present at the meeting.

Governmental agencies seeking priorities will clear through the shipping section of the Priorities Div. of O.P.M., which will coordinate the requests of all government agencies. After this is done, administration will be through the Maritime Commission. R. G. Banks, headquarters in New York, has been appointed to handle these priorities questions with intercoastal carriers.

G. Lloyd Wilson, Office of Price Administration and Civilian Supply, will handle the priorities questions that relate to shipper requests for cargo not of interest to the government.—*Manning.*

Freight Forwarding Bill for Regulation Due

The long overdue bill to place freight forwarding companies un-

der Federal regulation, identified in Congress as S. 210, was readied for House action in mid-August, but consideration did not seem in view until sometime in September.

After many delays, the House Interstate and Foreign Commerce Committee produced a substitute measure for the already approved Senate version to once more seek Federal jurisdiction which was first recommended to Congress by the Interstate Commerce Commission as far back as 1930.

Filing its report in the House the committee stated:

"The committee believes that immediate legislation is the logical and only effective means of preserving the freight-forwarding industry, and retaining for the shipping public the inherent advantages of this mode of transportation."

The bill passed by the Senate and the substitute are substantially similar in general, but there are numerous differences, the more important of which are as follows:

1. S. 210 contains no exemptions, while the House substitute contains the exemptions.

2. The committee substitute contains a provision relating to the furnishing of bonds or insurance conditioned to pay any final judgment against a freight forwarder on account of bodily injury or death, or loss of or damage to property resulting from the negligent operation of motor vehicles by or under the direction or control of a freight forwarder in the performance of transfer, collection, or delivery services. No such provision is contained in the Senate bill.

3. The committee substitute provides that in the establishment of rates of common carriers by motor vehicle, special consideration may be given to the type of property presented for transportation by small package forwarders. No such provision is contained in S. 210.

4. The Senate bill authorizes joint rates between freight forwarders. The provision is eliminated from the House bill.

5. A section of the House bill permits joint rates between freight forwarders and common carriers during a temporary adjustment period of 18 mos. S. 210 permits no joint rates between freight forwarders and carriers either on a permanent basis or for a temporary period.

6. The substitute permits the establishment of assembling rates and distribution rates, to be avail-

able to forwarders and to others who utilize the services of carriers under like conditions. Such rates may be lower than rates available to shippers generally for transportation between the same points. Such difference in rates, however, must be justified under the general rule requiring rates to be just and reasonable, and justified by a difference in the respective conditions under which the instrumentalities or services of the carrier are employed. The Senate bill contains no corresponding provision.

7. The Senate bill requires the obtaining from the I.C.C. of certificates of public convenience and necessity and recognizes "grandfather rights" with respect to freight forwarders in operation on July 20, 1937. The House substitute, in section 410, contains no provision with respect to "grandfather rights" and instead of providing for certificates of public convenience and necessity, requires freight forwarders to obtain permits which are to be issued without the requirement of a showing of public convenience and necessity. The applicant must establish, however, that it is ready, able, and willing to perform the service proposed, and that the proposed service is or will be consistent with the public interest and the national transportation policy declared in the I.C.C. Act. The substitute provides that permits may be denied solely on the ground that the proposed service will be in competition with services performed by another freight forwarder. The substitute prohibits the issuance of a permit to a common carrier subject to Parts I, II, or III; but provides that no application for a permit shall be denied to a corporation affiliated with a common carrier subject to Parts I, II, and III, because of the relationship between such corporation and such common carrier. The Senate bill is silent on the right of a carrier to obtain a certificate as a freight forwarder.

8. The Senate bill prohibits, except with Commission approval, consolidations and mergers of freight forwarders. The House bill contains no such provision.

9. The Senate bill prohibits pooling between freight forwarders, but the I.C.C. is authorized to permit pooling under certain circumstances. No pooling provision is contained in the House bill.

10. The Senate bill contains a so-called commodities clause, not included in the House bill.

11. The House bill provides for regulation of forwarding by surface means only, and leaves forwarding by air facilities subject to the Civil Aeronautics Act. S. 210, it was believed, might be construed to regulate the air part of a combination surface and air forwarding operation.

12. The Senate bill contained a provision, section 415, relating to the exercise of special powers by the Interstate Commerce Commission and the President with respect to priority of freight in emergencies, which is not included in the House bill.—*Manning*.

Rails Consent to Joint Rate Decree

The Department of Justice has announced that the Association of American Railroads has consented to a civil decree, entered in the United States District Court for the District of Columbia, enjoining certain practices held to be in violation of the antitrust laws.

More than 20 railroads, including all the Class 1 rail carriers in the United States, are members of the Association.

A complaint filed by the department Oct. 25, 1939, charged that the defendant railroads refused to establish rates on loaded trucks, trailers and truck bodies, and jointly refused to establish through-rates, joint rates and fares, and joint billing arrangements with motor carriers, all for the purpose of eliminating competition and preventing the coordination of railroad and motor carrier service.

The complaint alleged that this conspiracy was evidenced by formal resolutions adopted by the Association's board of directors. (After filing of the complaint, the Association rescinded the resolutions and moved the court to dismiss the suit. This motion was overruled.)

The consent decree approved by the court enjoins the defendants from according any force or effect to the resolutions and from entering into any agreement or understanding "the effect of which is to restrain, or tend to restrain, the freedom and independence of each of the defendant railroads in accordance with its own individual managerial discretion in the matter of the establishment of through-rates, joint rates, joint billing arrangements, the advancing of charges, and other mutual practices in connection with interchange of persons and property between such defendant railroads and motor carriers."

It is anticipated that the decree will restore to individual railroads

freedom of action to enter into direct transportation arrangements with motor carriers. The development of more efficient and economic transportation channels is of particular concern to the Department at this time because of the necessity of speeding up transportation of materials required by the national defense program. It is also expected that the decree will foster the development of agricultural communities not now adequately served by railroads, through the establishment of transportation agreements between railroads and motor carriers.—*Manning*.

16 Ways to Speed Transportation

Sixteen suggestions by which American industry can make the most efficient use of the nation's transportation facilities have been issued by G. Lloyd Wilson, director of transportation, Office of Price Administration and Civilian Supply.

"Transportation is vital to national defense and civilian welfare," Mr. Wilson said. "Efficient use of ships, railroad and express cars, trucks, airplanes and pipe lines is imperative. Intelligent cooperation on the part of shippers, carriers and government will result in the movement of more freight per vehicle mile and will act to prevent increases in the cost of transportation."

The 16 suggestions follow:

1. Give carriers adequate advance notice when transportation facilities are needed and exactly where they are needed.
2. Order precisely the sizes and kinds of facilities required.
3. Place vehicles promptly when ordered.
4. Have goods properly packed, marked, protected, and ready for shipment exactly when transport facilities are ordered.
5. Ship goods in units adapted to utilize maximum carrying capacity of transportation vehicles, or as much of it as possible.
6. Load vehicles to maximum loading capacity consistent with capacity of vehicles and safety.
7. Arrange for prompt loading and unloading of transportation vehicles—vessels, cars, and trucks—upon arrival and placement.
8. Arrange for prompt release of equipment as soon as it is unloaded.
9. Remove vehicles from delivery points promptly after release.
10. Clean debris and rubbish from vehicles after use.
11. Operate vehicle-loading and unloading facilities on an everyday-in-the-week basis, whenever possible.
12. Select, whenever possible, railroad cars for loading in the

direction of the home or owning railroad, and load vehicles of all sorts in both directions, in order to avoid empty vehicle movement.

13. Give preferred attention to freight cars held beyond free time so as to avoid demurrage charges and release unduly delayed equipment.

14. Have docks and piers ready to receive vessels promptly and commence discharge immediately upon arrival.

15. Make adequate advance arrangements for railroad cars, trucks, and other facilities needed to receive transshipped cargo so as to have vehicles ready when cargo is available.

16. Route shipments so as to avoid unnecessary circuitry of routes and superfluous interchanges between carriers.—*Manning*.

Protective Action for Ships That Are Diverted

Following an exchange of correspondence between the U. S. Maritime Commission and the Interstate Commerce Commission, the latter has agreed to take "protective" action in favor of intercoastal shipline operators under the "grandfather" clause of the Transportation Act of 1940 in cases where their vessels have been diverted to other operations required by national emergency needs.

Chairman Joseph B. Eastman of the I.C.C. received the suggestion from Thomas M. Woodward, vice-chairman, Maritime Commission, that in view of concern expressed by intercoastal operators regarding their positions with respect to the "grandfather clause" in the event they comply with requests for withdrawal of ships from the intercoastal service, that they be given protection after the termination of the national emergency.

Since some of the operators suggested new legislation specifically protecting their position, Mr. Woodward asked that the I.C.C. issue a public statement giving assurance to operators that their position would be protected.

The question was referred to Commissioner Claude R. Porter who advised that the Commission could not make definite commitments as suggested, because "to do so would be tantamount to waiving the requirements of the law during the emergency and such action is not authorized by statute."

On the other hand, he was authorized, he said, to state that interruptions of service by a water carrier subject to the Interstate Commerce Act which directly result from compliance with any request or requirement of the Maritime Commission will be recognized as interruptions in service beyond the control of the carrier.—*Manning*.

Personnel

(Concluded from page 19)

appointed a member of the City Plan Commission, his term to expire April 19, 1942.—S. Smith.

W. M. Haenssel, former president of the Traffic Club of Kansas City, Mo., has been promoted from division freight agent for the Alton-Baltimore & Ohio Railroad at that point to assistant general freight agent at Cleveland. Haenssel was succeeded at Kansas City by John H. Walkmeyer, assistant general freight agent at Chicago.—S. Smith.

Henry Morris has resigned as manager of the Acheson Terminals, Inc., Seattle, Wash., to become sales representative for the Morning Milk Co. He has been replaced by Carl Leggett.

Bob Rogers, sales manager of Binyon O'Keefe Fireproof Storage Co., Fort Worth, Texas, has been elected president of the Fort Worth Traffic Club.

Winkler to Observe 50th Anniversary

John Winkler's Sons, Inc., Far Rockaway, N. Y., will celebrate in September its 50th anniversary in business as a warehouseman. In commemoration of the event, a special edition of the *Rockaway Journal* and the *Nassau Herald* will be published the week of Sept. 8.

Port Officers at Oakland Reelected

Officers for the next 2 yrs. have been elected by the Oakland (Cal.) Board of Port Commissioners. James J. McElroy and Eugene W. Roland were respectively reelected to the posts of president and first vice-president. Claire V. Goodwin was named 2nd vice-president. Other members of the board are Edward J. Smith and Stanley J. Smith.

A. H. Abel, port manager and chief engineer, and his assistant, J. G. Bastow, were respectively reelected as secretary and assistant secretary of the board.

Sheff Heads Great Lakes Terminal Group

Great Lakes Port Terminal Operators Assn. has been organized for protective purposes, with A. R. Sheff, Buffalo, as chairman, and Tom Bartell, Detroit, as vice chairman. The group, representing terminal operators from Oswego, N. Y., to Chicago, will file briefs with the Interstate Commerce Commission by Sept. 2 to clarify the position of operators under the Transportation Act of 1940.—Kline.

Norman Lewis Heyser

NORMAN LEWIS HEYSER, 47, owner and founder of Heyser's Nickel Plate Line, truckers, between Seattle and Portland, died July 31 while on a visit to Oakland, Cal. Born in Wisconsin, he came to Portland 40 yrs. ago. He was a Mason and member of the Portland Chamber of Commerce. Surviving are his widow, Agnes, and 2 daughters.—Haskell.

Frederic N. Melius

FREDERIC N. MELIUS, president and chairman of the board of the United States Freight Co., New York, and president of 9 other storage and forwarding companies, died July 31 at his home in Scarsdale, N. Y.

He was 64. He is survived by his wife and 2 sons, Frederic N., Jr., secretary and general counsel to the United States Freight Co., and Wagner, president of the Kingsbridge Auto Storage Warehouse Co., New York, and 2 sisters.

Besides heading the freight company, Mr. Melius was president and director of the Universal Carloading and Distributing Co., of Texas and Delaware; the Universal Cartage Co., New York; the Detroit Trucking Co.; the Lasham Cartage Co., Chicago; the Canadian Consolidated Car Co., the Overland Package Freight Service, New York; the O. K. Warehouse Co., Texas; the Universal Terminal Warehouse Co., Delaware, and the Trans-Continental Freight Co., New York. He was also a director of the Newtux Steamship Corp., the Nicholson Universal Steamship Co. and the Spokane Steamship Co.

Mr. Melius was born in Hudson, N. Y. He attended the public schools and joined the New York Central System in 1890. He remained in its employ until 1930. During that time he served as a messenger, seal taker, clerk, traveling car agent, assistant general yard master, assistant train master, train master and in many other jobs. He was general superintendent of the New York terminal of the N. Y. Central from 1927 to 1930 and assistant general manager in 1930.

Mr. Melius, a Mason, was a member of the Society of Terminal Engineers, the Whitehall Club, the Produce Exchange Club, the Westchester Country Club, the Traffic Club of New York, the New York Railroad Club and the Propeller Club of the U. S.

Homer S. Snow

HOMER S. SNOW, 69, vice-president in charge of traffic, American Zinc, Lead and Smelting Co., a member of the board of directors, and a past president of the Associated Traffic Clubs of America, died at his home in St. Louis, Mo., on Aug. 9.

Albert Mackie

ALBERT MACKIE, 83, one of the organizers of the New Orleans Cold Storage & Warehouse Co., Ltd., New Orleans, La., died July 8 while on vacation in Long Beach, Cal. He had been ill only a short time. A native of Algiers, Mr. Mackie as a young man first worked as a carpenter in shipyards in New Orleans. Later he bought a horse and wagon and sold various articles to retail grocery stores. Successful in this venture, he opened in 1872 a small store and sold butter, cheese, tea and similar products. The business later became one of the leading wholesale firms in the South. In 1928 he retired from the grocery business, but continued to serve as president of the cold storage warehouse company. Survivors include his wife and a son.

D. Bailey Brandt

D. BAILEY BRANDT, 74, president of the Harrisburg Storage Co., Harrisburg, Pa., and of the Paxton Flour and Feed Co. died July 21 after a month's illness.

Mr. Brandt was active in the construction of the city library of which he had been secretary of the board since 1913, and helped organize the Harrisburg Country Club. He was also a member of the board of trustees of the Harrisburg Historical Society. Surviving are his wife, 2 sons, a daughter and 2 sisters.

N. P. Wiggington

N. P. WIGGINGTON, 72, president and treasurer of the Ninth St. Public Warehouse, Louisville, Ky., and who opened one of the first cafeterias in Louisville, died June 24.—Grissam.

WATERWAYS AND TERMINALS

Foreign Trade Zone Operation To Be Resumed by City

Mayor F. H. LaGuardia announced that in compliance with a decision of the Court of Appeals on July 28, invalidating the contract for private operation of the foreign trade zone at Stapleton, S. I., the zone would be administered hereafter by the Department of Docks.

The decision handed down by the Court of Appeals in Albany sustained a ruling of Justice Morris Eder, of the Supreme Court, who held on Aug. 5, 1940, that the contract between the city and the New York Foreign Trade Zone Operators, Inc., was invalid. The Court of Appeals decision was not accompanied by a written opinion. Justice Eder's opinion that the contract constituted an illegal transfer of a grant given to the city by the Federal government was upheld by the Appellate Division.

Mayor LaGuardia telephoned the following statement to the Summer City Hall in Queens from Washington on July 30:

"The Court of Appeals having declared the lease invalid, there is nothing for the city to do but to terminate the lease at once. I am asking the Corporation Counsel to request a stay of 30 days so that the city may have time to organize for the administration of the foreign trade zone. The foreign trade zone will be administered entirely by the city, and the Department of Docks will have full charge of all activities of the zone. I do not anticipate that it will in any way curtail the work or reduce the volume of business. It will be necessary now for the city to solicit business, just as was provided in the lease. I am confident that the city will be able to do it."

The free trade zone originally was operated by the city, from Feb. 1, 1937, until May 11, 1938, when the present contract was signed with the New York Foreign Trade Zone Operators, a company owned by Harry C. Shanks, president of the Manhattan Lighterage Co.

The zone has been operated on a profit sharing basis since then.

In May, 1939, the suit challenging the validity of the contract was brought in by private dock and warehouse companies, including the American Dock Co., Baker & Williams, Beard's Erie Basin, Inc., Bush Terminal Co., Insular Terminal Corp., New York Dock Co., Pouch Terminal, Inc., and the 529 Washington St. Corp.

Activity Grows in Cleveland Harbor

A total of 1,147 vessels—584 arriving and 563 clearing—was recorded in Cleveland harbor during July, as compared with 1,072 in the preceding month and 950 last year for July, Henry Silverthorn, harbor master, announced.

Inbound ships brought 214 cargoes of iron ore, 26 stone, 39 oil, 52 automobiles, 3 steel, 57 merchandise, 15 scrap, 23 sand, 6 grain, 1 cement, 1 tar, 2 salt, 1 cinders, 67 passengers, and 77 were light.

Outbound ships carried 38 cargoes of coal, 35 steel, 15 oil, 4 passengers, and 358 ships were light. Daily arrivals and departures average 37 with ore cargoes averaging just short of 7.

Barge Line Authorized to Acquire 2nd Line

The I.C.C. has authorized the Mississippi Valley Barge Line Co. to acquire control of the Campbell Transportation Co. for \$1,750,000. Both companies operate on the Mississippi and Ohio Rivers. The Commission found that the association of the companies

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"should make for more economical use of facilities and improved service and should benefit both carriers and the public."

Through Port Everglades

Proposal has been filed with the Southern Ports Foreign Freight Committee seeking authority to make effective through Port Everglades, Fla., rates on import and export traffic originating in or destined to

foreign countries other than Cuba, claiming that establishment of defense bases in the Bahamas and West Indies is being affected by shortage of shipping facilities. Present rail tariff restrictions limit export and import rates to and from Port Everglades to shipments coming from or moving to Cuba. The proponent advises that request has been received from United States government agencies and others for broadening of the Port Everglades gateway so as to provide shorter water hauls to national defense establishments in the Bahamas and the West Indies.

Barge Canal Tonnage

Shipments on the New York State Canal system continued to drop during the week ending July 19, with total shipments amounting to 148,700 tons as against 151,214 tons in the week last year. The total for the season is still higher, however, amounting to 1,929,694 tons, or 143,271 tons more than for the corresponding part of 1940.

Great Lakes Meeting

Representatives of practically all of the Great Lakes terminals met at Detroit to consider adopting a unified policy with respect to federal government wharfing regulation. It is also understood that formation of a Great Lakes Terminal Operators Assn. would be proposed.

Boston Traffic at All-Time High

The Port of Boston reached a new and all-time high record as regards business transacted over its piers for the United States Customs' fiscal year ended June 30. Largely responsible for the big jump in customs' collections are wool receipts, with receipt of rubber, cotton, and tin aiding materially. It was revealed on July 24 that the Government collected \$79,623,181 on the fiscal year's business, compared with the previous record of \$70,000,000 in 1923, and as against the \$37,499,850 of the preceding year.

Foreign wool receipts jumped to the all-time high of 431,448,696 lbs. for the customs' fiscal year. Never before has there been anything like it, and it has been providing longshoremen, checkers, truckmen and warehousemen a substantial business.

The aid-to-Britain program and the national defense demands have given the port the biggest prosperity ever known there. However, under recent ruling, government agencies are forbidden from making disclosure as to amounts of dollars and cents, but this unheard of amount of levies at the port is based on ships coming into the port from such ports of the world as are still open to trade relations and despite withdrawal of so many of the foreign vessels to enter Britain's life-line traffic or to convert them into auxiliaries.

Disclosure was also made that there was a rise in the exports from the port, the value being fixed at \$36,495,188, with machinery and metals being important items handled.

Newsprint Shipping Facilities Tighten

Foreseeing a shortage of transportation facilities for newsprint shipments, the OPM intends shortly to establish a sub-committee of the pulp and paper defense advisory committee to deal with the problem.

C. W. Boyce, head of OPM's paper and pulp section, said that rail transportation is not yet seriously lacking, but is expected to become "rather serious" as rail cargo facilities become congested with defense shipments.

In response to an inquiry on whether a priority order might be issued for transportation of newsprint, Boyce said the OPM would "take whatever action is necessary to insure deliveries."

Boyce said that already a serious shortage of ships

exists for water transportation of newsprint and pulpwood from Canada.

The industry is now nominating representatives to meet and advise with OPM on pulp and paper problems.

Converting Whaleback

The steamer South Park, one of the few remaining whalebacks in service on the Great Lakes, will be converted into a combination grain and auto carrier at Superior, Wis. The vessel, which is operated by the Nicholson Universal Steamship Co., has been carrying automobiles between Detroit and Buffalo all season.

New Liquid Coal Discovered

Pennsylvania State College reported July 22 a new method of making liquid coal, by which coal is dissolved more completely than ever before.

The new fluid, when 40 per cent of it is mixed with oil, makes a hotter fire than either coal or oil alone. It was discovered by Dr. Walter M. Fuchs, professor of fuel technology.

The liquid coal-oil fuel promises to increase the cruising range of ships. Although heat from coal generally is cheaper than from oil, it is possible to carry more of the liquid fuel on shipboard because it permits better use of bunker space. The coal-oil mixture can be stored under a water seal, thus reducing fire risks, and in event of fire, extinguishing by water is possible.

Bituminous coal is treated with acids to make the liquid.

Other commercial possibilities are use of the liquid coal in making resins and plastics. Dr. Fuchs has an idea that the liquid may be used to cheapen the now somewhat expensive methods of making gasoline from coal. This possibility lies in the hydrogenation process which adds hydrogen to coal, under very high pressures and great heat. High pressures are expensive. Low pressures appear possible with the liquid coal.

Farm Storage for Milled Feeds Planned

A plan to store reserve supplies of milled feed on farms in Northeastern States as insurance against transportation shortages was announced by the Department of Agriculture on July 16. Lack of feed might hamper efforts to increase poultry and live stock production required for the national defense program, officials said.

Producers and dealers in that area at present often maintain less than one week's supply of feed, whereas under the program participating farmers would maintain approximately 3 mos.' supply.

The C.C.C. will underwrite any decrease in the price of feed ingredients from the date the feed is placed in storage to the date it is released. Through the Farm Credit Administration, loans will be made available to co-operatives for the feed purchases. Although only co-operatives will be eligible for loans through the F.C.A., it is planned also to work out arrangements by which commercial feed dealers or individuals may participate in the program.

Uncle Sam, Landlord

Throughout Washington the federal government has taken over immense apartment buildings, commercial structures and even hotels to provide space for its constantly growing army of office workers. In one instance, lease-holding occupants of an apartment building threaten to go to court to prevent the government from ousting them. There is not enough room for defense bureaucracy to be housed and officed in the whole city.

It was also announced that a 5-story apartment building, a small manufacturing plant and an abandoned sausage factory were being taken over. The chief of

(Continued on page 65)

IN THE *Cold Storage* FIELD

New Refrigerator Car On West Coast Arouses Interest

A REFRIGERATOR car of freight-carrying and ice-bunker capacities, considerably larger than standard types of cars, has aroused interest in West Coast shipping circles in consequence of experimental shipments recently made by the Pacific Fruit Express Co. in collaboration with the Irwindale Citrus Assn. and several other Southern California fruit packing houses.

Great possibilities are held forth for the car in the l.c.l. field because of its 2-compartment, 4-door arrangement. Although the Pacific Fruit Express Co. admits the car is still in the experimental stage, with a number of problems remaining to be solved, the greater convenience in handling l.c.l. shipments with the divided car has already been demonstrated in the test runs made by the Irwindale Citrus Assn.

The car has the same width (8 ft., 2 3/4 in.) of the standard 41-ft.-long car, but is 5 ft. longer. It has a load capacity of 90,000 lbs., as compared with the 65,000 lbs. of the standard car. There are 2 doorways on either side. The test runs have shown the practical value of the extra doors, which make possible the handling of part shipments with greater dispatch and convenience.

Most notable departure from standard freight car design is a permanent partition installed across the center of the car. This, in effect, converts it into 2 standard cars, with each compartment capable of holding the 462-box load of citrus fruit which is a normal lading in a 41-ft., end-bunker refrigerator.

The car is equipped with overhead ice bunkers. This arrangement makes it possible to load the citrus boxes 3 tiers high. Each tier or layer is 7 boxes wide by 22 boxes long for a total of 462 boxes per compartment, or a grand total of 924 boxes for the entire car.

Overhead Bunkers

The conventional car, besides being shorter, has its loading area further reduced by the presence of large end-bunkers. With due consideration for the limited cool air circulating powers of end ice bunkers, end-bunker cars may only be loaded in tiers 2 high, which makes the total capacity of such a car 462 boxes.

The overhead bunkers in the new car cover the entire top. Their capacity is 13,500 lbs. of ice, or 10,000 lbs. more than can normally be stored in the 2 end bunkers of cars heretofore generally used for citrus fruits.

This latest type of car also possesses greater loading capacity as well as ice capacity than various other top-bunkered cars with which tests have been made in recent years. The Santa Fe and Southern Pacific Railroads, cooperating with the California Fruit Growers Exchange, experimented with a top-bunker car early in 1940. That car, of standard 41-ft. exterior length, had an inside length of 40 ft., with the end bunkers removed. It was fitted with ceiling bunkers which permitted it to be loaded in 3 tiers of boxes for a total load of 840 boxes. Each layer was 7 boxes wide, 40 long.

This was a considerable increase over the load limit of 462 boxes for an end-bunker car, but still some 84 boxes short of the 924-box load possible with the Pacific

Fruit Express Co.'s new compartment refrigerator. The greater length of the P.F.E. model permits layers 7 boxes wide by 22 boxes long in each of the 2 compartments, for a total of 924 boxes.

The 1940 Santa Fe-Southern Pacific top-bunker experimental car was equipped with 8 ceiling bunkers, distributed 4 on each side, which were serviced through hinged hatches opening on either side of the runway atop the car. The bunkers held a total of 6,500 lbs. of ice. The P.F.E. test car, with bunkers spread the full length of the top, has an ice capacity of 13,500 lbs., more than double that of the earlier upper-bunker models.

Tests with the P.F.E. oversize car have been made by the Irwindale Citrus Assn. of Covina, Cal., and by citrus packers in San Bernardino, Riverside, Redlands and Orange in Southern California. A test has also been made at Lindsay, in the central part of the State.

Citrus shippers, on the whole, agree that top-bunker refrigerator cars have proved practical for transporting greater loadings of fruit with equal and, in some ways, better and more evenly distributed cooling that is given by end-bunker cars. There is, however, a lack of unanimity concerning the value of the oversized car from the standpoint of merchandise distribution.

(Concluded on page 82)



The electric eye is employed in the packing department and warehouse of the Maryland Glass Co., Baltimore, to police the conveyors so that there will be no jamming of cartons at positions where the conveyors meet. The G.E. photoelectric relays are located in such a position that if the run becomes blocked, a carton intercepts the light beam, which, if intercepted for more than 10 secs., causes the timing relay to operate and shut off the motors driving the belt conveyors. When the light beam is re-established, the circuit is again completed and the conveyor automatically restarted.



LETTERS TO THE EDITOR

For obvious reasons, names of persons or their companies are not published unless permission is specifically given *DandW* for so doing. Such information is desirable in this department and so we ask contributors to please cooperate.

Budd Approves DandW Editorial

THE editorial which appears in the August issue of *DandW* on the subject of Shipper Cooperation is one of the most practical and realistic approaches to this important subject that has come to my attention.

I am sure that the straight-forward manner in which you presented this subject and the prominent place you gave it, will make it effective in encouraging the members of the warehouse industry to assist in the campaign for preventing wasteful use of freight cars.

In thanking you for the helpful manner which you have presented this subject, may I express the hope that you consider it of sufficient importance to continue placing it before your readers.—Ralph Budd, Transportation Commissioner, the Advisory Commission to the Council of National Defense, Washington, D. C.

Testimony at I.C.C. Hearings

THERE is a proceeding pending before the Interstate Commerce Commission that we feel we would like to be present at and give certain testimony. However, we don't wish to give advance information that we will testify, for certain reasons. Can you advise us whether that can be done?—Reader.

Answer—Rules of practice before the Commission prescribe II K (1) "Anyone having an interest therein, may petition for leave to intervene in any pending proceeding prior to or at the time it is called for hearing but not after, except for good cause shown. The petition must conform to the requirements of rule XXI and set forth the grounds of the proposed intervention, the position and interests of the petitioner in the proceeding, and, if an affirmative relief is sought, should conform to the requirements for a formal complaint and must be subscribed and verified in the same manner as a formal complaint. II K (2)—When the petition is filed prior or subsequent to the hearing, the petitioner must furnish therewith a sufficient number of copies for service upon all parties to the proceeding and 3 additional copies for use of the Commission. When not filed prior to but tendered at the hearing, sufficient copies must be provided for distribution as motion papers to the parties represented at the hearing. If leave be granted at the hearing, 3 additional copies must be furnished for the use of the Commission."

We have recommended in the past in cases such as this that the services of a competent trained practitioner be secured in order to protect the interests of the persons seeking relief and we make the same recommendation to you.

Periodic Checks on Warehousing

WE carry stocks in certain warehouse cities where the bulk of our business exists. These warehouse points have been in existence for many years. I have been trying to convince our executives that we should periodically check these cities in order to be certain that

those points are the best depots. Your comments will be greatly appreciated.—Reader.

Answer—Naturally, we are not familiar with your organization management. However, we are quite certain that your sales territories are checked as well as the results of your various advertising campaigns. Certainly, your distribution needs are just as important, if not more so. Most organizations recheck their warehouse locations each time a change occurs in freight rates, gross sales or State taxation. Warehousing and distribution are important items to justify periodic checks to determine best locations consistent with service and costs. By all means make periodic checks.

Shipping Service Document

WE are interested in obtaining information about steamship lines operating in the Pacific Northwest. Can you tell us the best source of information?—Reader.

Answer—The Corps of Engineers of the United States Army published in 1940 a book called Transportation series No. 5, "Transportation Lines on the Atlantic, Gulf and Pacific Coasts." This book can be obtained from the Superintendent of Documents in Washington for 50 cents. You will find that this book goes into detail as to the names of the operators, the sizes and types of the ships, the frequency of service, etc.

DandW to Receive Survey Data on Warehousing

IN accordance with your letter of July 15, we have mailed copies of the National Defense warehousing questionnaire to (blank) terminal.

We greatly appreciate your cooperation in this survey and, if occasion arises, we shall not hesitate to accept your kind offer of further assistance. We shall, of course, be very pleased to furnish you copies of all summaries and other material published in regard to the survey.—J. C. Capt, Director, Dept. of Commerce, Bureau of the Census, Washington, D. C.

Common Motor Carrier Agency Tariff

WOULD you be so kind as to inform us where we may contact Mr. George S. Mullins, the author of the newly published directory of Common Motor Carrier Agency Tariffs?—Mark B. Connor, Shipping Manager, Quinn & Boden Co., Inc., Rahway, N. J.

Answer—Transportation Consulting Service, 53 W. Jackson Blvd., Chicago.

Distribution Data Available

CAN you recommend a good warehouse manual that will fill the needs of our distribution department?—Reader.

Answer—The American Warehousemen's Assn. pub.—(Concluded on page 62)

..... THE PARADE OF *New Products*

BOWEY'S, INC., Chicago, maker of Dari-Rich syrup used in making chocolate flavored milk, is introducing its product in Syracuse, Rochester, Buffalo and Washington, D. C. Other cities are scheduled, according to J. W. Hanner, advertising manager.

Anti-freeze products, such as Prestone and Trek, made by National Carbon Co.; Zerex, Zerone and Five-Star, made by E. I. du Pont de Nemours & Co.; and Super-Pyro, made by U. S. Industrial Chemicals, will for the most part be faced with shortage of supply, due to defense requirements.

Mathieson Alkali Works, Inc., New York City, will build the 2nd largest magnesium metal plant in the country at Lake Charles, La., where it operates a large alkali plant. Between 40 and 50 tons of magnesium per day will be produced. The plant will cost about \$16,000,000 and will take one year to build. Dolomite ore from a deposit which the company owns near Burnetts, Tex., will be used.

Filtered Rosin Products, Inc., which operates manufacturing plants at 4 Georgia points—Brunswick, Baxley, Douglas and Valdosta—will transfer part of its activities to Jacksonville when its new \$100,000 plant, to be constructed immediately at Beaver and Lane Streets in Jacksonville begins operation in the Fall. Announcement of the new enterprise was made by W. J. Kelley, vice-president of the firm. The company not only manufactures turpentine and rosin, but also many derivatives used in the manufacture of soap, paper, varnish and other items.—*Lord*.

After shipping albacore tuna from Oregon and Washington waters to its California plants for 3 yrs., the Van Camp Seafood Corp. will can its first albacore in Astoria, Ore. This company has just completed a 2-line tuna cannery in the Pacific Marine Products Corp., and company officials announce that an Oregon crew will be employed in handling and processing the fish. The New England Fish Co. is buying tuna for the California concern. In addition to Astoria, it also has stations at Wesport and Grays Harbor on the Washington Coast.

The Columbia River Packers Assn. also announces that its tuna cannery, the largest in the Pacific Northwest, will start operations with some 45 tons in the first run.—*Haskell*.

Scott Paper Co., Philadelphia, has introduced a new product, "Luxury Texture" tissue.

Hawaiian Pineapple Co. will start shortly a building to store 24,500,000 lbs. of emergency food supplies. The building will cost \$350,000, has 160,742 sq. ft. of floor-space and will be erected with the approval of the War Dept.

Jel-Sert Co. has started work on a new plant in Chicago.

Thomas Lipton, Inc., New York, will start in October a national promotional campaign on its Continental noodle soup mix.

National Biscuit Co., New York, has decided to adopt

Nabisco as the Family Name for all of its products. Gradually Nabisco will replace NBC wherever the letters have been used in connection with biscuit and sweet goods. All package labels and end seals are being changed.

Park & Tilford Distillers, Inc., New York, announce the purchase of 2 additional whiskey distilling companies and disclosed negotiations for the acquisition of 2 more distilling properties. The companies acquired are the Krogman Distilling Co., Inc., Tell City, Ind., and the Woodford County Distilling Co., formerly the Greenebaum Distilling Co., Midway, Ky. Acquisition of these 2 companies will increase the company's daily production capacity by 23 per cent and add 21 per cent to its storage facilities.

Carnegie-Illinois Steel Corp. will build immediately, for completion early in 1943 at the latest, at its Edgar Thomson Works at North Braddock, Pa., 2 new 1,200-ton blast furnaces, yearly capacity 400,000 tons of pig iron, and 2 steel-making Bessemer converters, annual capacity 670,000 tons. Expansion will increase personnel there from 4,000 to 4,400 men. To operate the added facilities, Carnegie-Illinois will double its own power output by installing at Braddock, Pa., a 50,000 kilowatt powerplant. Defense Plant Corp., will pay for ground and new construction and will hold title.—*Leffingwell*.

Corning Glass Works, Corning, N. Y., is about to launch its most extensive campaign for Pyrex all-glass cooking utensils.

Kellogg Co., Chicago, has launched a test on a new cereal, Wheat Pops, a pearled wheat product, in Olean, N. Y., Logansport, Ind., and Marshalltown, Ia. It is stated that distribution and advertising will not be seriously extended for some time, possibly until next year.

National Biscuit Co., New York, has launched a broad scale campaign for Shredded Wheat in 475 cities.

Oregon production of green beans for processing is expected to reach 20,500 tons this year, compared to 15,000 tons in 1940. Green pea production is estimated at 35,170 tons of shelled peas.—*Haskell*.

Buffalo Karlin, Inc., has been organized at Jamestown, N. Y., to take over the manufacturing of cosmetics and food products division of the Larkin Co., Inc., Buffalo, now being liquidated under supervision of a creditors' committee. Harry H. Larkin is the president and treasurer of the new concern. Earl Booth, with the Larkin division for 23 yrs., was elected vice-president in charge of production.

Walter I. Cole Co., Inc., has been appointed New England agent for the Valier & Spies Milling Co., St. Louis, Mo. division of Flour Mills Co. of America, Inc., for the sale of its Snow White cake flour, Dainty pancake and buckwheat flour and farina.

Chrysler Corp.'s airtemp division, Detroit, is entering the commercial refrigeration field on a broad scale, according to P. B. Zimmerman, vice-president in charge
(Concluded on page 89)

Factories ON THE MOVE

UNION CARBIDE & CARBON CO., New York City, will build and operate an aluminum plant, according to disclosure by OPM, which plans to increase nation's aluminum production capacity by 600 million lbs. a year. Four other companies, namely Bohn Aluminum & Brass Co., Detroit; Reynolds Metals Co., Richmond, Va.; Olin Corp., Tacoma Wash.; and Aluminum Co. of America, Pittsburgh, Pa., were named as operators of the 7 new aluminum plants to be built with government funds. Union Carbide will operate a 60-million-lb. capacity plant at Spokane, Wash.; Bohn will operate at Los Angeles, capacity, 70 millions; Reynolds at Lister, Ala., capacity 100 millions; Olin at Tacoma, Wash., capacity, 30 millions; and Aluminum Co. of America, one Arkansas plant of 100-million-lb. capacity, one at Messina, N. Y., of 150 millions, one in the Bonneville-Grand Coulee area of 90 millions, and 400-million-lb. plant at an undisclosed site.

Acco Products, Inc., Long Island City, N. Y., metal products, plans a new 2-story plant at new location in the same city.

Dexter Corp., Providence, R. I., jewelry and plated specialties, will build new one-story plant at new location in the same city.

Moser Jewel Co., Perth Amboy, N. J., platinum and rare metal products, will build a new 2-story plant in the same city at new location.

Jacques Wolf & Co., Clifton, N. J., chemicals, plans a 3-story plant at Carlstadt, N. J.

Schweitzer Paper Co., affiliated with Peter J. Schweitzer, Inc., Elizabeth, N. J., cigarette papers, bond and carbon papers, etc., has acquired mill at Mount Holly Springs, Pa., and will modernize for branch plant.

H. K. Porter Co., Inc., Pittsburgh, Pa., industrial locomotives, etc., has leased former plant of Conemaugh Iron Works, Blairsville, Pa., and will modernize for branch plant for production of shells for government.

Peoples Natural Gas Co., Pittsburgh, Pa., will build a 2-story plant at Blairsville, Pa.

Linde Air Products Co., New York City, will build a plant at Juniata, Pa., comprising one and multi-story units and costing \$200,000.

Commercial Solvents Corp., New York City, plans new plant at Sterlington, La., for production of synthetic ammonia for the government and to cost about \$10,000,000.

Choctaw Culvert & Machinery Co., Memphis, Tenn., metal culverts, etc., plans one-story plant at Greenwood, Miss., costing close to \$65,000.

Ford, Bacon & Davis, Inc., New York City, consulting engineers, have contracted with government for an ammunition loading plant at Jacksonville, vicinity of Little Rock, Ark., consisting of one and multi-story buildings, warehouses, etc. Cost about \$30,000,000.

Texas Chemurgic Industries, Inc., Dallas, Tex., plans new sweet potato dehydration plant near Bowie, Tex., to cost close to \$100,000.

E. I. du Pont de Nemours & Co., Inc., R. & H. Chem-

icals Div., du Pont Bldg., Wilmington, Del., has purchased about 20 acres of river front property near Detroit for new plant for manufacture of chlorinated solvents, etc. Cost over \$400,000.

American Can Co. will build a \$1,750,000-plant on a 30-acre tract at St. Louis, to be completed by Dec. 1. Present St. Louis plant will be moved to the new one.

Spencer Kellogg & Sons, Buffalo, N. Y., will construct a soy bean processing refinery at its plant in Decatur, Ill. The solvent process of extracting oil from soy beans will be employed.

International Cellucotton Products Co. will build a branch plant in Memphis, Tenn., costing \$200,000, for the manufacture of sanitary napkins, tissue paper and a type of "wool" from cotton to be used in the insulation of buildings.

A. M. Castle & Co., steel jobber of Emeryville, Cal., will build a plant costing \$100,000 at Oakland.—Burns.

Jel Sert Co., food products, is erecting a one-story plant in the Clearing Industrial District, Chicago, to be completed around Sept. 15.

Socony-Vacuum Oil Co., Kansas City, Mo., plans new plant at Omaha, Neb. Cost over \$250,000.

Consolidated Steel Corp., is arranging for lease on waterfront, San Pedro Harbor, for new shipbuilding plant. Cost over \$2,000,000.

Todd Shipbuilding Co. of California, Oakland, Cal., will build a magnesium plant in the State of Washington, where site is being selected. Cost over \$5,000,000.

Titanium Pigment Corp., New York City, an interest of National Lead Co., same city, will build a plant and a complete housing development at Tahawus, Essex County, N. Y. Cost, \$5,000,000.

Pulverizing Machinery Co., Roselle Park, N. J., will build a 2-story plant at Summit, N. J.

Bryan Engineering Co., Troy, Pa., will build plant at Dickson, near Scranton, Pa.

Westinghouse Electric & Mfg. Co., Pittsburgh, Pa., has contracted with government for new plant at Lester, Pa., for production of naval equipment. Fund of \$22,000,000 will be secured.

Tuscaloosa Compress Co., Tuscaloosa, Ala., care of S. G. Swaim, Tuscaloosa, head, recently organized, has leased 20-acre tract at West Memphis, Ark., for new cotton compress plant, to cost \$100,000.

Crane Co., Chicago, will build a factory branch at Lexington, Ky. Company offices are at 375 E. Main St., Lexington.

Western Electric Co., Houston, Tex., will build new factory branch on 3-acre plot just acquired. Cost \$125,000.

C. L. Downey Co., Cincinnati, coin counters, will build branch plant at Hannibal, Mo.

(Continued on page 86)

Motor TRANSPORTATION

Motor Trucks Prove Need at Defense Plants

ESPECIALLY interesting to the automobile industry, and important to hundreds of suppliers, is the greater demand for highway transportation to link the producing units of defense industry.

Special equipment designed to solve this materials handling problem is beginning to make its appearance. In the entire defense program probably there is no more spectacular use of motor transport than one recently adopted by the Cadillac Company to haul newly manufactured airplane engine parts from Detroit to the Allison plant at Indianapolis. Special insulated and temperature-controlled trailers are employed, with the goal of maintaining low humidity and steady room temperature en route. The purpose of this is to protect parts, such as highly machined crankshafts, against corrosion due to condensation of moisture in transit.

Since World War 1, problems of industrial transport have changed vastly, principally due to the modern concept of materials flow, scheduling and handling. It is no longer considered necessary, efficient or economical to have large "floats" of stock or large volumes of material en route and in warehouses previous to final assembly. The goal now, as expressed in automotive practice in recent years, has been to keep the "float" as low as possible, consistent with avoidance of interruptions in production.

The railroads handled almost entirely the defense transportation job during the last World War. Today, the picture is changed so that the load is cut down considerably, due to the big increase in trucks and greater mileage of good roads.

Motor trucks are needed more than ever these days, and because of this, the motor truck industry has begun to feel a pressing need for official priority consideration that will enable it to keep up its production and sustain this vital part of the country's transportation system.

The Fruehauf Trailer company has sought out some of the definite proofs that motor transport is an important factor in the defense

program. From 400 or more transport operators it has obtained specific information to illustrate the tie-up between highway transportation and industries in defense. Its data largely concerns the transport of goods for plants in the metal-working industries.

Cooperating with Fruehauf, highway operators report that in the early months of this year as much as 60 to 65 per cent of their operations consisted of the hauling of steel, or iron and steel products used in the defense industry. A surprising volume of heavy materials is being moved by truck-trailer combination. One reported contract called for the movement of 100,000 tons of ship plate and shapes along the Eastern seaboard and 25,000 tons of boilers, shafts, propellers and other equipment for ship building. An additional 30,000 tons of materials required for ocean freighters was reported. One Mid-Western hauler reported carrying 400,000 lbs. of building materials daily. Another was reported hauling 9,000 tons of structural steel direct from the mill to the site of erection in the Midwest.

A large volume of precious metals are moving by truck. In the first 6 mos. of the year a trucker serving Dow Chemical Co. at Midland, Mich., the largest supplier of magnesium in the United States, carried 3,000,000 lbs. of freight for that company.

Large numbers of completed airplanes are being hauled by trailer from factories. In the first 6 mos. of the year a truck operator at Mineola, N. Y., hauled 117 Republic airplanes for the Army, 262 Brewster planes for the British Purchasing Commission, 138 Grumman for the British and 70 Republic planes for the Swedish government.

Federal Action to Wipe Out Bottlenecks

WITH the issue of sizes and weights of commercial motor vehicles assuming increasing importance in the light of defense transportation requirements, American Trucking Associations, Inc., recently urged that the Interstate Commerce Commission be given the

power to smash existing bottlenecks to the free flow of interstate motor transportation.

The trucking organization, which represents a majority of the Nation's commercial trucks, made public its views after 2 members of Congress had introduced legislation looking toward a solution of the problem, and at a time when the I.C.C. itself soon is expected to make its recommendations to the legislators.

Asserting that unduly restrictive size and weight laws are slowing up the movement of defense goods by highway, A.T.A. suggested that the Federal Motor Carrier Act be amended to give the Commission the right to take definite action against trade barriers, "the laws of any State notwithstanding."

One bill, also providing that the I.C.C. be empowered to eliminate bottlenecks, is now before the House Interstate Commerce Committee. It was offered by Rep. Magnuson (D.-Wash.). A resolution, providing that the Senate Interstate Commerce Committee shall investigate "the need for and advisability of" Federal regulation of sizes and weights of commercial vehicles, has been introduced by Senator McNary (R.-Ore.).

Under the A.T.A. plan, the Commission would not have to direct its findings against entire laws, but could prescribe partial relief—over certain highways or at certain points, such as bridges.

The association advised Congress against enactment of any legislation providing for national or regional uniformity of size and weight requirements. Any sudden leap from regulatory chaos to uniformity, A.T.A. asserted, would bring "confusion and controversy to an even greater degree," and the transportation requirements of many industries would be entirely overlooked.

"The pressing needs of the accelerated defense program call for maximum production," the association stated, "but until the goods are moved speedily and efficiently to the places where they can be used—to the docks for shipment to Britain, to the assembly plants, to camps, to shipyards, to army supply depots—our defense program is not operating at peak efficiency."

Many Federal officials, it was said, have pointed out that the highway system is one of the Nation's primary defense assets, "but that is true only provided the high-

ways are permitted to function at peak efficiency."

"When a State says a truck may move only half full," A.T.A. went on, "that State is preventing the whole Nation from more speedily attaining its defense objectives. Seldom does the question of what the highways will carry enter into this issue; in almost all cases where weights are drastically restricted, it is not because the highways have not been constructed to bear heavier loads."

The truckmen, whose stand was disclosed in a pamphlet, "Smash the Bottlenecks!" charged that many laws handicapping motor transportation were written by their competitors.

In some States, A.T.A. said, "the forthright railroads tried to bedevil the trucks out of business" by actually lending scales, on which to weigh trucks, to local enforcement authorities until the officials had collected sufficient fines to purchase their own equipment.

A.T.A. also charged that in many cases the States have exceeded their legal rights by discriminating against interstate motor carriers; that laws which prevent trucks from operating at top efficiency are depriving farmers and businessmen of all the advantages of truck transportation; that many size and weight laws fail to meet economic requirements, and that this is proved by the thousands of special permits issued each year to many carriers; and that some of the States themselves need to be protected against diversion of traffic to other States where the laws are less restrictive.

The pamphlet estimated that truck operators spend about \$5,000,000 annually on special permits.

I.C.C. Seeks Power to Fix Truck Size, Etc.

Congress has been asked by the I.C.C. to bring about Federal regulation of the sizes, weights and lengths of motor vehicles. Recommendations by the Commission were submitted on Aug. 14, with Commissioner W. M. Splawn dissenting. The majority of the Commission in the report to Congress indicated that while the States had shown a tendency to bring their regulations into closer accord, the process was slow with no assurance that public interest would be adequately served.

The Commission has asked that it receive power to fix size and weight standards as need arises. For the most part, it declared in its recommendations, national uniformity of standards was impracticable. As a result, it asked Congress to enter this field when particular situations demanded it.

Commissioner Splawn stated in his dissent that he was not convinced that Congress should under-



This outfit keeps airliners cool and all of the important airports now are equipped with such mobile air-conditioning equipment like this which is used at Detroit by the Pennsylvania Central Airlines. Built onto a 1941 Ford V-8 truck, the unit forces refrigerated air into planes in the Summer and warm air in Winter.

take to occupy this field because the States have enacted laws which may appear on the surface to be restrictive of some interstate operations. Recently, he declared, some State laws have been modified upon a showing to the legislatures that conditions have changed.

The majority report of the Commission concluded that Congress had plenary power to remove unreasonable obstructions to interstate commerce and thus to regulate sizes, weights and lengths of motor trucks. Lack of standardization, it was claimed, often nullified or impaired the effectiveness of more liberal limitations of neighboring States.

Federal intervention, it was declared, was desired not only by the for-hire carriers but by the War Dept., the Dept. of Agriculture and the Public Roads Administration of the Federal Government, and to a lesser degree by private carriers.

The Commission recommended, that if regulation were adopted, it should be administered in the light of the statement of transportation policy in the Transportation Act of 1940.

Pittsburgh Operators Report No Alarm Over Shortages

Large motor-freight operators in Pittsburgh so far report no great concern about any threatened shortage of motor trucks, higher fuel costs, or difficulty in getting trucks repaired because of losses of skilled men to the Army or Navy.

"We don't believe in going beyond reasonable limits in incurring financial obligations," motor-freight operators told *DandW*. They have

yet to experience any serious shortages. To guard against a serious situation they are (1) anticipating needs and (2) placing orders with manufacturers to take care of these requirements for the next 6 to 8 mos. Operators questioned operate close to 100 units.—*Leffingwell.*

"Citizens' Group Would Handicap Trucking

A curious organization of "citizens," sponsoring an initiative petition to place serious handicaps on truck operators, has just sprung into existence in California, apparently with plenty of financial backing for what promises to be a major legislative campaign to restrict the trucking industry and provide an "answer" to the present trucking industry national public relations advertising campaign. Railroads are not overtly in the picture, but are suspected.

The organization is known as Citizens' Committee for Highway Safety. It is duly incorporated and has already been able to get the attorney general of California to prepare a circulation title and summary of a proposed initiative petition under which maximum lengths of highway vehicles or combinations would be cut to 40 ft. and the gross weight to 40,000 lbs. Plans of the "citizens" seem to include an expensive campaign to the general public in which the current advertising of the trucking industry will be used against that industry.

Leading member of the Committee and its present spokesman is

Sidney Long, a rancher of Ceres, Cal., who has also been a newspaper man and journalist like his late father, Ray Long. Other members of the committee who are "in the open" are the well-known publicity man, B. S. Allen, who will direct public relations; C. C. Church, a newspaper publisher at Lodi, Cal., and Eugene Elerding, a lawyer in San Francisco. An employee of the Bank of America was on the list, but has resigned. No successor has been announced. Source of funds of the group, as well as its plans, are being kept very secret, although Mr. Long admits that an important campaign is contemplated.

The proposed initiative—which the Citizens evidently hope will win enough signatures to win a place on a California election ballot—reads:

"Prohibits operating on highways vehicle or combination of vehicles, exceeding 40,000 lbs. in weight, or having load extending more than 3 ft. beyond front wheels and in no event beyond bumper, or more to rear than two-thirds of length of wheel base, or wheel base of rear vehicle or combination of vehicles. Excepts vehicles now excepted by vehicle code; mobile equipment of United States armed forces, vehicles essential to national defense contracts, upon permit granted owner on showing necessity. Conflicting law repeals."—*Giddow.*

Mich.'s First Minimum Truck Rates

The State's first minimum rates for motor carriers hauling general commodities has been established by the Michigan Public Service Commission.

The order fixed minimum rate scales, with differences based on load weights, for common carriers, limited common carriers, and contract carriers in the lower peninsula. The effective date is Feb. 16.

A basic scale, figured at load weight of 6,000 lbs., starts at 30 cents per 100 lbs. for the first 10 miles or less, increases one cent per 5 miles to 100 miles, and progresses at a changing rate for additional distances.

The basic scales were based on a cost of \$4,350 for a tractor and trailer, adding average cost for hauling, plus 20 per cent for "extra or standby equipment and empty haul factor" plus a cost factor of

Will you help her . . .
against her worst enemy ?

HER worst enemy?
Tuberculosis!
More people between 15 and 45 die from tuberculosis than from any other disease!

Yet tuberculosis can be wiped away. Since 1907 your Local Tuberculosis Association has helped reduce the annual death toll from 179 to 47 per 100,000.

Join this fight! From now till Christmas send no letter, no card, no package without the Christmas Seal that fights Tuberculosis!



Buy
**CHRISTMAS
SEALS**



10 per cent (administration, insurance, claims, licenses, and employees other than drivers), plus terminal expenses at 7 cents per 100 lbs.

Eight other scales range from 27½ per cent to 35 per cent of the basic minimum rate.

Bulk petroleum, bulk dairy, livestock, household goods, office furniture, store fixtures, farm products and supplies being hauled to and from farms, automobiles, property requiring special handling equipment, sand, gravel, coal, coke, newspapers and magazines, and delivery of merchandise for retailers incidental to retail sales are excluded by the order.

A separate scale for transporting specific commodities such as iron, steel, salt, plaster, and gypsum products, sugar, paper, and paper articles, automobile parts, cement, mortar, beans, and canned goods, was established.

Another provision established a different rate for assembly of small lots of freight into loads for trucks between Detroit and 5 other cities—Flint, Lansing, Pontiac, Saginaw and Bay City.

Reefer Trucks on Coast Run of System Freight Service

Developing further the coast run of the System Freight Service and its 24-hr. Portland, Ore.-San Francisco, Cal. coast run, Lloyd B. Hughes, general manager, has purchased a series of new dry ice refrigerator units to be installed in the freight trucks of its coast line, and has designated Portland as divisional point for the repair and servicing of equipment.—*Littelljohn.*

Vancouver Fast Freight Planning New Terminal

The Vancouver (Wash.) Fast Freight Co. is planning a new terminal at the North end of the interstate bridge, to be undertaken in the Southwest Washington community at an early date, according to L. C. Christensen, owner of the freight line. The property on which the terminal will be built extends North on a 180-ft. frontage from the railroad, and on the West side to Columbia and Second Streets, Vancouver.—*Littelljohn.*

To Test Self-Sealing Inner Tubes

Plans are being formulated by the Quartermaster Corps for tests of motor vehicle tires and inner tubes which will result in important savings in rubber, the War Department announces.

Self-sealing inner tubes are now a possibility when made of natural rubber, and experiments are under way to manufacture the tubes from synthetic rubber for test purposes. At present, all motor vehicle tires for Quartermaster vehicles are made of natural rubber.

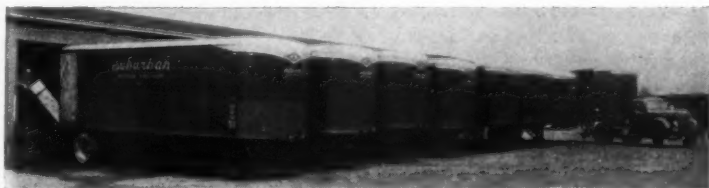
Quartermaster Corps Uses Glass Wool Insulation

Quartermaster Corps refrigeration trucks will use glass wool insulation in order to operate over all types of terrain and in every weather condition, the War Department announces.

This glass wool, it is claimed, has greater refrigeration value than other types of insulation, plus durability.

Written Decision on Baltimore Wage Case

In an opinion said to be of national importance by motor transportation company officials, Judge William C. Coleman in the United States District Court at Baltimore had ruled that the Fair Labor Standards Act of 1938 does not apply to wages of employees who are being paid above the minimum set by the act. This opinion rendered about 2 mos. ago orally by



The motor transport fleet of Suburban Motor Freight, Inc., Columbus, Ohio, which was already 100 per cent Fruehauf trailers, has recently been increased by 18 more, including some reefers and several full-automatic types. Terminals are in Columbus, Chicago, Indianapolis, Detroit, Dayton, Wheeling and Zanesville, as well as several smaller points in that area.

Judge Coleman at the conclusion of a civil suit brought by William S. Missel, a rate clerk, against the Overnight Motor Transportation Co., Inc., Baltimore, a common carrier engaged in interstate commerce by motor vehicle is now given in full in a written opinion.

Missel had sought payment of alleged overtime wages due him and an additional equal amount as liquidated damages under Section 16d of the act. His suit was for a total of \$3,400. According to testimony, he earned \$27.50 a week as rate clerk for the Overnight company.

Pointing out, in his oral opinion delivered at that time, that the question before the court has never been decided by the Supreme Court of the United States, Judge Coleman based his conclusion on his interpretation of the phrase "one and one-half times the regular rate at which he is employed" used in the act in defining what overtime compensation should be allowed. He said, orally, at that time, "regular rate" must be interpreted to mean the minimum rate prescribed by the law and not the real or actual rate of pay received by the employee in question. He also asserted that the law established a floor of wages below which the employer and the employee might not contract, but did not otherwise impair the right of free contract.

The effect of Judge Coleman's decision, in this instance, is that if the employer pays his employee an amount equal to or in excess of 30 cents an hour for the first 40 hrs. of the employment in any work-week and 45 cents an hour for all hours worked in excess of the 44-hr. period, the law has been satisfied.

The American Trucking Association, Inc., was permitted to intervene as a friendly party to the suit. The association was represented by J. N. Beall, of Washington, D. C., and John R. Norris, of Baltimore. Mr. Beall, Mr. Norris and Clayton W. Daneker, the latter also of Baltimore, represented the Overnight Motor Transportation Co.

Judge Coleman has now filed a written opinion covering the same grounds, namely touching upon the labor law—Fair Labor Standards Act of 1938, giving an interpretation of the statute, which is of nationwide interest to the trucking industry, giving a definition of "regular rate at which employee is employed," and declaring or concluding that an employee receiving more than the minimum wage set in the Act, is not entitled to collect for alleged overtime for 2 yrs. past.—*Ignace*.

POSITION WANTED

Bookkeeper, accountant and financial man with sales and purchasing experience, seeks connection. A-1 references.

Address Box K-512, care DandW,
100 East 42nd St., New York

POSITION WANTED

As Warehouse Office Clerk in New York Metropolitan area, on account of liquidation of old established firm. 34 years' experience in general, cold and bonded ledgers, shipping, office management and warehouse operations.

Address Box L-823, care DandW,
100 East 42nd St., New York

POSITION WANTED

As warehouse manager. Have thorough accounting and traffic management education. Long experience in distribution and warehousing, especially drugs and toilet preparations, full charge invoicing, daily reports, inventory, routing shipments, credits and collections. 45 years old, Christian, born U. S.

Address Box J-401, care DandW,
100 East 42nd St., New York

POSITION WANTED

As a result of the Government taking over the Mart Building and the St. Louis Mart Inc. going out of the warehouse business I desire a new connection. Have been with this concern in its warehouse operations for 9 yrs. Have a thorough knowledge of warehousing, especially traffic, transit, solicitation work and sales letters. Previous connections, secretary and office manager, Crutcher Warehouse Co. (mdse.), Kansas City, Mo.; treasurer and office manager, Mercer Transfer & Storage Co. (mdse. Hhg. transit sugar), Burlington, Iowa. Splendid background in trucking operations. Formerly supervisor, also assistant director of Motor Carrier Transportation under Public Service Commission, filing rates, setting cases, assisting at hearings and investigations. Willing to locate in any section of the country.

Helen E. Smith,
4386 West Pine Blvd., St. Louis, Missouri

Ill. Legislation Disappointing

Illinois truck operators expressed keen disappointment over the action of Governor Dwight H. Green of that State in vetoing 2 measures passed by the Illinois legislature which would have removed a serious competitive handicap on interstate transportation activities. One bill would have increased the maximum load weight of truck shipments from 16,000 to 18,000 lbs., and the other would have increased the legal maximum length of tractor and semi-trailer truck combinations from 35 to 40 ft. Both measures were supported by the Illinois Motor Truck Operators Assn., the Associated Cartage Interests and other organizations in an effort to place Illinois truckers on an equal footing with those in Indiana, Wisconsin and other adjacent States.

Bitter state-wide attacks on the bills after their passage brought from legislators, including the speaker of the House, statements that they had voted for the measures on the understanding that the increased weight and length provisions were to apply to motor busses. Governor Green's veto was based on the claim that the added one ton in weight would be injurious to pavements and the extra five feet in length of trucks and trailers would interfere with enjoyment of the highways by the motoring public.

Some 35 bills directly affecting trucking operations were introduced into the Illinois Assembly, whose 6-month session ended June 30. Of the half-dozen which achieved passage the governor vetoed only one opposed by truckers, this being the "Purple Lights" bill which would have required a set of purple lights on front and rear of all motor trucks as a safety factor. This, truckers held, was an unnecessary expense.

Still another measure, opposed by the truckers but signed by the governor, and known as the "Itinerant Peddlers Bill," requires truckers who engage in merchandising activities to carry heavy liability insurance. Its object is to discourage truckers who have delivered a shipment from Chicago to downstate points from picking up a return cargo of coal or other commodity for disposal wherever a market can be found.

One other bill vetoed by the governor, sought to make it illegal for municipalities to assess "food license" fees on trucks which distribute food products to those towns from central warehouse and jobbing centers. Fees collected under the existing law range from \$5 to \$25 per load.—*Slawson*.

Mo. Governor Signs Border-Opening Bill

An hour and 15 minutes before the deadline, Gov. Forrest C. Donnell of Missouri signed into law a bill passed by the last session of the legislature to strike down State line trade barriers. The governor affixed his signature after hours of study of the measure and after receiving advice from the attorney general's office.

The bill exempts from public service regulations and payments of fees all trucks from other States operating into border cities of Missouri—Kansas City, St. Joseph, St. Louis and Hannibal. It carries a far-reaching effect, opening channels of free commerce into those cities without fear of arrest for violation of State laws or payment of high license taxes for the privilege of using a few miles of city streets.

The border city exemption, passed as an amendment to the State law regulating transportation of person and property by motor vehicles, states:

"And providing further, this article shall not be so construed as to apply to motor vehicles operated between the State of Missouri and an adjoining State when the operations of such motor vehicles within the State of Missouri are limited exclusively to a municipality and its suburban territory as herein defined."

The fight for border city exemption was begun a year ago when the Missouri Public Service Commission suddenly interpreted the law, which had been on the books 9 yrs., to apply to common motor vehicles crossing the State line and delivering or picking up freight. Truck officials and businessmen in general in the border cities declared enforcement of the act would work great hardship and injury to business and commerce.

In their fight for border city exemption, the Chambers of Commerce of Kansas City and St. Joseph explained the threat to truckers and business in these words:

"A number of truck lines and truckers licensed in the States West of us enter Kansas City and St. Joseph. A large number of them are engaged in hauling livestock to the stockyards, which are located partly in Missouri and partly in Kansas at Kansas City and entirely in Missouri at St. Joseph. These truck lines and truckers hold certificates of public convenience and necessity from the I.C.C. to operate as common carriers in interstate commerce and are properly licensed by their States.

"When they have disposed of their livestock at the stockyards, they then naturally wished to enter Kansas City, Mo., or use the streets of St. Joseph for the purpose of picking up freight for the return haul.

"This freight consists of goods and merchandise purchased from our manufacturers and wholesale and retail merchants, which they haul back into their trade territory. These trucks constitute a most valuable supplement to our transportation system.

"The Missouri Motor Carrier Act imposes very substantial fees (in addition to plate fees) on common car-



White Horse operated by the Herald-News, Passaic, N. J., one of the many of that type that are speeding deliveries of newspapers through the country.

rier truckers. These fees range from \$25 per annum for a truck of less than 2 tons capacity to \$225 for a truck of 2 tons capacity and \$500 per annum for a truck of more than 9 tons capacity.

"It is provided, it is true, that for interstate carriers whose total route in Missouri is 10 miles or less the fees shall be 1/3 of those mentioned herein and when the total mileage in Missouri is less than 20 miles the license fee shall be 1/2."

Just as Governor Donnell signed the bill with only a few minutes left before it would have died on his desk, so did the legislature pass it in the shadow of the closing session. The senate approved the bill 22-6 and the house 110-3 as the solons listened to the appeal that it would remove a potential Chinese wall between Kansas City and St. Joseph and their trade territory, "a territory which we must continue to serve freely or else our cities will surely deteriorate."

Kansas already had border city exemption, the statutes of that State providing that their motor carrier act shall not apply to motor carriers operating between any city or village in this or another State and the suburban territory in this State within 3 miles of the corporate limits thereof.

Proponents of the Missouri border city exemption measure argued Kansas would be certain to retaliate and a state of commercial chaos was predicted, along with great damage to the livestock and packing business, spreading to wholesale and retail merchants.

"The law keeps our gate open to the west," J. H. Tedrow, transportation commissioner of the Kansas City Chamber of Commerce, declared after the governor signed it.

"Virtually every type of business in Kansas City will benefit from the law," J. H. Daniels, traffic manager of the Kansas City stockyards, said.

The law granting border city exemption will become effective Oct. 11, 90 days after the adjournment of the assembly. Enforcement of the stringent aspects of the old law was held up by injunction proceedings filed by truckers—S. Smith.

Denver-Chicago Line Builds Terminal

Denver-Chicago Trucking Co., operating a trucking line between Chicago and Pacific Coast points, has started construction of a new terminal and office building at Ashland Avenue and 31st St., Chicago. The building, to cost \$250,000, will be 483 by 374 ft. in size and will have many innovations in design and facilities, including complete heating of loading dock areas. Completion is set for Nov. 1. The company, with Lawrence Cohen as president, was organized in 1931. It now operates over 300 trucks and has terminals in Chicago, St. Louis, Kansas City, Denver, Pueblo, Phoenix and Los Angeles. General headquarters are at Denver.—Slawson.

Anchor Move to Pa. A Record

A move totalling approximately 2,000 tons, reported to be one of the largest in the history of New York, was recently made by Mike Krasilovsky, Inc., New York City, truckman and mover. The move involved 310,000 sq. ft. of machinery and equipment of the Anchor Cap & Closure Co., Div. of the Anchor Hocking Glass Corp., from the Long Island, N. Y., plant to Connellsville, Pa.

Keystone Trailer Buys K. C. Plant

The Keystone Trailer & Equipment Co., manufacturer of trailers, has bought the outstanding World War I industrial relic in Kansas City, Mo., the long vacant structure at Guinotte and Lexington Avenues, originally used for the manufacture of marine engines.

The trailer company expects to have its machinery installed in the 300-ft. long building about the middle of September. It has a \$467,000 order for new trailers and dollies, to be used as portable repair stations by the air corps.

The payroll of the 9-yr.-old company will be doubled. Its new home is 60 ft. wide and 30 ft. high.—S. Smith.

I.C.C. Broker License To Bekins

The Motor Carrier Division of the I.C.C. has issued a license to the Bekins Van & Storage Co., Inc., of Los Angeles to operate as a broker at Los Angeles, San Francisco, Oakland, Fresno, Sacramento, Berkeley, San Diego, Long Beach, Glendale, Pasadena, Santa Monica and Beverly Hills, Calif., of motor transportation of household goods and theatrical and motion picture

equipment between points in the United States.

At the same time the I.C.C. authorized the company to operate at Santa Barbara, Calif., as a broker of motor transportation of the same type of commodities between Santa Barbara and 13 States.—*Herr.*

Van Rate Increases Sought in Cal.

The United Van & Storage Assn., Los Angeles, has filed a petition with the California Railroad Commission for an increase in household goods moving rates in Territory B comparable to the rates which were in effect in Territory A (San Francisco) before the 10 per cent rate increase was recently granted by the Commission.

The petition asked that rates in Territory B be increased from \$3.50 per hour for large vans to the former \$4 per hour San Francisco schedule and that rates for other van and crew sizes be advanced comparable to other Territory A rates.

Cost data compiled in a detailed study of the cost records of members of the U.V.S.A. were filed with the commission to support the association's contention that present household goods moving rates in Territory B are inadequate.

The association first asked for an ex parte decision but subsequently agreed to a public hearing when the C.R.C. pointed out that a hearing at which further testimony can be presented was necessary.

Household goods movers in Territory C are likewise reported to be contemplating petitioning for increased rates. Territory C includes all areas of the State not within the metropolitan districts embraced within Territories A and B. The rate per hour for large vans in Territory C now is \$3.15; the rate sought is \$3.50 an hour.—*Herr.*

Pac. S. W. Rail Rates Stand

Ruling that the natural advantages of motor carriers in the short-haul field would be jeopardized by suggested rate reductions of rail carriers, the I.C.C. rates division has rejected a proposal of railroads serving the Pacific Southwest to establish reduced rates based on a fixed differential under rates of competing motor carriers.

The schedule proposed by the railroads called for lower carload rates on numerous commodities handled between California points and points in Arizona, New Mexico, and El Paso, Tex. The rail carriers petitioned for rates 13 per cent below the truck-rail-truck rates now in effect.

The rates division of the I.C.C. held that since the truck-rail-truck rates were based on the corresponding motor carrier rates, the carload rates proposed by the railroads would also have a fixed relation to the truck rates.

Rail carriers offered in support of their proposal that motor carriers enjoyed a competitive advantage because of services they were able to render that were not within the scope of railroads. To this argument the I.C.C. replied that it was obliged by the terms of the Interstate Commerce Act to "... preserve the inherent advantages of each mode of transportation."

"By making the proposed carload rates uniformly 13 cents under the truck-rail-truck rates," the I.C.C. rates decision stated, "a definite relation to the motor carrier rates would result, provided further changes did not ensue. The natural advantages of the motor carrier in the short-haul field are well known, particularly with respect to the transportation of the ordinary merchandise and other articles, the rates on which are here in issue. On the other hand, we must recognize the natural advantages of the rail carrier in furnishing mass transportation at low cost."

"But to base such an extensive carload adjustment indirectly on a fixed differential under the motor carrier rates between various points, regardless of level or relation to other points served by the railroad, is not a sound method of making reasonable rail rates."—*Herr.*

Md. Fuel Saving Plan

Baltimore department store trucks are to reduce the number of special deliveries, and stores further will be urged to make deliveries in one neighborhood once a day instead of 2 or 3 times a day. Further, they will be urged to eliminate Saturday deliveries altogether and customers will be urged to carry small articles home, in the elaborate program for the saving of gasoline which may be adopted in Maryland. The Maryland plan is along the lines presented by the American Automobile Assn., which is now in effect in the District of Columbia.

This is a plan which will depend for its success on the voluntary cooperation of store delivery trucks, intercity freight trucks and others. The plan is designed to aid in meeting the anticipated shortage of gasoline in States along the Atlantic Coast as a result of the reduction in the number of tank steamers carrying petroleum products from the oil fields in the Southwest.

Trucks carrying freight will be urged to follow the same principles

as the store trucks and they will further be urged to carry full loads and avoid half loads wherever possible.

It is pointed out by Herbert R. O'Connor, Governor of Maryland, that in the proposed Maryland plan there will be no element of coercion, but that everything will be done voluntarily and in a spirit of cooperation.—*Ignace.*

Wage Increase to Youngstown Drivers

Ten-cent-an-hour increase has been provided in an agreement reached by the Youngstown Erie Terminals Co., Youngstown, Ohio, with the Truck Drivers' Union, Local 377. The former wage scale was from 47 cents to 62 cents an hour for freight handlers. The new rate is from 57 cents to 73 cents an hour.—*Kline.*

LeCrone-Benedict Absorbs M. F. Cos.

LeCrone-Benedict Ways, Inc., 250 LeCrone Way, Columbus, Ohio, has been incorporated to take over present operations and facilities of Benedict Lines, Inc., and the LeCrone Motor Transport Lines, Inc., both of Columbus. Firm also will take over operations of several West Virginia lines, names of which were not disclosed. Charter calls for acquisition of operating rights, both interstate and intrastate, in addition to assets, properties, and liabilities of the companies. Applications have been filed with the Interstate Commerce Commission asking authority to continue operations in Kentucky, West Virginia, Ohio, Pennsylvania, Michigan, Indiana, and Illinois. New setup provides for the issuance of 1,500 shares of no par value common stock, including increased capital structure and a general modernization and expansion program. Officers of the new company are Alton Ramsey, president and treasurer; Fred W. Eiselstein, vice-president in charge of operations, and V. L. Stouffer, counsel and secretary. They held the same positions under the former set-up.—*Kline.*

Huber, Knoxville, Tenn., Terminal

Huber and Huber Motor Express, Knoxville, Tenn., will build a new freight terminal on part of the Central St. Showgrounds, Mrs. L. H. Huber announced. The express company has purchased 39 lots from trustees of the East Tennessee National Bank for that purpose. The firm now has a terminal on East Depot St. The plans are yet to be prepared and the date when work begins not as yet determined.—*Grissam.*

FROM THE **LEGAL** VIEWPOINT

By Leo T. Parker, Legal Editor

Whse. Lien Prior in This Case

LEGAL EDITOR, DandW: A man purchased household goods on time payment and the seller recorded the conditional contract of sale on Dec. 24. Later, the purchaser paid off the amount due and mortgaged the goods. The mortgage was not recorded but the seller knew that the goods were mortgaged on Jan. 26. On Feb. 10, the owner placed the goods in a warehouse for storage. The warehouseman knew nothing of either the contract of sale nor the mortgage. On March 10, the seller of the goods loaned some money to the owner and this seller took a mortgage and recorded it March 11. Where do we, the warehousemen, stand? Are we entitled to a valid lien against the goods, and is the seller's mortgage prior to the first mortgage?—**Shirley Warehouse.**

Answer: The warehouseman's lien is prior to all others because the conditional contract had been cancelled and he was not informed that the goods were mortgaged when same were placed in storage. This is true because this mortgage was not recorded. Of course, if the mortgage had been recorded, then, under these circumstances, the warehouseman's lien would have been secondary. The unrecorded mortgage is prior, with respect to the second lender of the money, because this seller knew that the goods were mortgaged when he loaned the money on March 10. Although he promptly, on March 11, recorded his mortgage, this act is not effective with respect to the other lender who did not record the mortgage. When the goods were placed in storage on Feb. 10, the warehouseman did not know of the Jan. 26 mortgage, and for these reasons the warehouseman's lien is prior and the unrecorded mortgage is prior to the recorded mortgage.

Drivers Picked Up Goods Without Receipts

LEGAL EDITOR, DandW: For many years we have been doing business with a firm to which we usually issued non-negotiable warehouse receipts. However, occasionally we issued to them negotiable receipts. With regard to these receipts, on many occasions their

employees would come to our warehouse for goods without the receipts. We would telephone the firm's office and an official would instruct us to deliver the goods

Mr. Parker answers legal questions on all subjects covered by DandW.

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without the receipts. We did so often without any complaints. But now we are being sued by the holder of a negotiable receipt on the contention that we delivered the goods to one of the firm's employees without demanding the receipt. What is the law and are we liable?—**Co-Operative Warehouse.**

Answer: The law will not excuse you for making delivery of goods without demanding a negotiable receipt no matter how often you may have delivered goods to the same customer without taking in the non-negotiable receipts. This is true, because when a warehouseman delivers goods without demanding a non-negotiable receipt, no one has an opportunity for a complaint, excepting the owner of the goods, and he cannot complain if he received the goods or the goods were delivered to an employee to whom authority had been given to accept delivery of the goods. However, the situation is quite different with respect to negotiable warehouse receipts. The original owner of the goods has absolutely no ownership or control over the goods after he sells or otherwise transfers the ownership by issuing a negotiable receipt. In other words, the holder of a negotiable receipt who obtains it honestly is legal owner of the goods represented by the receipt. Therefore,

any person who in any manner prevents possession by the holder of a negotiable receipt, of the goods represented thereby, is liable to such receipt holder. And a warehouseman who delivers goods without demanding the negotiable receipt is liable if the holder of the receipt sustains loss.

The one exception to the above explained rule of law is where the holder of the negotiable receipt obtains it through an illegal act, as where the receipt was stolen or is a forgery. The holder of a negotiable receipt cannot have any more control, ownership or authority over the goods represented by the receipt than was had by the original holder of the receipt.

"Ordinary Care" and Suit Over Fire

LEGAL EDITOR, DandW: We are involved in a suit by a customer who claims that we are liable for loss of goods destroyed in our warehouse by fire because we included in our storage contract a clause, as follows: "We guarantee that we will use care in protection of stored goods." After accepting the goods for storage, we desired to change these goods, with others, to our new warehouse the construction of which was finished only a few months ago. We had many of our customers sign a slip in which they gave their consent to moving the goods to the new building at higher storage rates, and those who refused to agree to the increased rate were informed that their goods would remain in the older building. Are we likely to be held liable, under the circumstances that the fire started through no negligence on the part of our employees? In fact, the fire is believed to have started in a drawer in which something must have been stored and which belonged to the owner of certain goods which we had accepted for storage several months ago.—**City Warehouse and Storage.**

Answer: You are not liable for the loss. This opinion is based upon your explanations that, first, before moving the goods to another location you obtained permission from the owners. If you had failed to obtain permission for the removal you would have been held liable, although the goods were destroyed without any fault on your part. However, since you actually

had this permission, your liability remained that of an ordinary warehouseman. Second, the fact that you guaranteed to use care to safeguard the goods did not increase your usual liability. All warehousemen are expected by law to use ordinary care to protect stored goods. This means that the same care will be used as, under the identical circumstances, will be used by other reasonably prudent and careful warehousemen. Since the fire started from inherent quality of stored goods, you were not negligent and, therefore, you are not liable.

It is important to know however, that you would be liable for the loss if you had included in the storage contract a clause to the effect that you guaranteed to safeguard goods against any loss. This is so because a contract is valid by the terms of which a warehouseman increases the usual "ordinary care" liability.

Bank Loan to Employee Who Disappears

LEGAL EDITOR, *DandW*: A few years ago a man named Comb applied for a position. He was a stranger to us. We put him to work as a laborer. Later, we appreciated his efforts to please us and advanced him to an office job. Later, we made him an offer to manage a department. Recently, this man borrowed a large sum of money from a bank supposed to be used in our business. As soon as he received the money he left these parts. The question is: Are we liable or is the bank responsible? —Wilson Storage.

Answer: Generally speaking, a firm is responsible for money borrowed from a bank, providing this money was intended to be used in the business; the person who borrowed the money had proper authority to do so; and the bank officials had no reason to believe that the person to whom the money was paid would not use it for promotion of the firm's business. Of course, it is very doubtful that the bank can hold you responsible, unless Mr. Comb had authority to sign the notes payable to the bank and previously Mr. Comb had borrowed money for company use. The most important point involved in this legal controversy is whether the bank officials exceeded their authority in making this loan to Mr. Comb.

The law is well settled that when the owner of a business makes a person manager of this business, or a department thereof, this manager has authority to bind the owner in all ordinary business transactions relating to the business. Of course, the employer may

limit the manager's authority by notifying others of the limitations, and any person who fails to comply with these limitations must stand the responsibility for any and all losses resulting to the employer.

In explaining the established law on this subject it is assumed that you may be able to decide various points of the law, as relating to your legal rights, because your explanations are incomplete with respect to the details. However, it may be said with certainty that you are not liable to the bank unless in the past, Mr. Comb had borrowed money from the bank for your business requirements. This is so, because so long as the bank officials had no good and legal reason to believe that Mr. Comb knew that the loan was being made with approval of his employer and that the money would be used in the business, the bank is liable.

This Month's Important Higher Court Decisions

Warehouse Company Liable As Carrier

CONSIDERABLE discussion has arisen from time to time over the legal question: When and under what circumstances is a warehouseman liable as a common carrier?

First, it is interesting to know that the higher courts are in accord with the legal principle that to constitute a common carrier, it is not necessary, that it should transport goods between fixed termini or even on fixed routes. Moreover, it is not necessary, in order to constitute one a common carrier, that it make regular trips.

Generally speaking, the higher courts hold that the fundamental characteristic of a common carrier is indiscriminate dealing with the general public. In other words, everybody who undertakes to carry for anyone who asks him is a common carrier. If a company holds itself out to carry for everyone who requests same, it is a common carrier; but if it does not do it for everyone, but carries for you and me only, that is a matter of special contract, and the company is a private carrier whose liability is based upon its negligence. On the other hand, a common carrier is practically an insurer that it will safely deliver shipped goods, unless the goods are lost or destroyed as a result of an Act of God; inherent danger of the goods; or a public enemy of the United States.

For illustration, in *Walton v. A. B. C. Fireproof Warehouse Co.*, 151 S. W. (2d) 494, Missouri, it was shown that the owner of household goods delivered same to a

warehouse company in Kansas City for shipment to Joplin. The warehouse company turned them over to a trucking company at Kansas City, known as the Sunflower Lines, Inc., which contracted with the warehouse company to transport them to Joplin. The warehouse company took a bill of lading from the trucking company in which the warehouse company was described as the shipper and the owner of the goods as the consignee. At Arma, Kansas, the Sunflower Lines truck, in which the goods were being transported, collided with a train and most of the goods were destroyed. The bill of lading showed the declared value of the goods to be 10 cents per pound and the Sunflower Lines, Inc., attempted to settle on this valuation and, in this connection offered, in full settlement, the amount of \$78.79. The owner refused to accept this amount on the ground that he was entitled to the full value of the goods which he claimed to be \$688.25.

The warehouse company is engaged in the storage, packing and the forwarding of goods and carrying goods as a common carrier. It owns 3 warehouses in Kansas City.

The warehouse company argued that it had received the goods as a warehouseman, not as a common carrier and, as such, acted as the owner's agent in selecting a common carrier to transport them from Kansas City to Joplin.

It is important to know that there was no evidence of any expressed contract wherein the warehouse company agreed to carry to Joplin as a common carrier. Therefore, to support a theory of the relationship of shipper and common carrier between the parties, it must be based upon inferences to be drawn from the testimony.

During the trial, testimony was given which proved that an agent or representative, named Clark, of the owner of the goods, had called an official of the warehouse company on the telephone and requested him to go to the owner's apartment in Kansas City and examine the goods to be shipped and give an estimate of the cost for shipping them to Joplin. After having the goods inspected, the warehouse company official called Clark on the telephone and, according to the latter, he told him, that the warehouse company's vans did not regularly make trips to Joplin and unless the warehouse company took the goods down with other goods, the charge would be about \$60 but, if shipped with other goods, it would be around \$30 to \$35. Thereupon, Clark directed the warehouse company's official to get the goods and take them to the warehouse and that he would advise in a day or 2 when to ship them. In about 2 or 3 days Clark telephoned the

warehouse company's official and directed him to ship the goods.

In holding the warehouse company liable, the court said:

"Taking all of his testimony together, it may be reasonably inferred that Mr. Clark understood that the goods were either to be shipped by defendant (warehouse company) in its own truck or van, or the truck of someone else for whom defendant would assume full responsibility. . . . In the first place, defendant (warehouse company) was a common carrier of goods between Kansas City and Joplin, and for the whole distance. The fact that its trucks made no regular trips makes no difference. In the second place, there is evidence, tending to show that a contract was made for the defendant to carry the goods to Joplin. There need be no evidence of an expressed stipulation to that effect, but such may be implied or inferred from the evidence. . . . Of course, the fact that defendant did not receive any part of the money charged by the Sunflower Lines, under its contract with the latter, is not determinative of the issue under the circumstances of this case."

Therefore, it is quite apparent that any person, firm or corporation may be liable as a common carrier if the testimony indicates that, when the goods were accepted for shipment, the shipper believed that the relationship of common carrier and consignor existed. Moreover, if the carrier expressly or impliedly contracts to deliver the goods to the consignee and, as above explained, the carrier holds itself out to transport goods for the general public, such carrier is liable as a common carrier.

These rules of law are applicable to all persons, firms and corporations, although actually they have no means to transport merchandise, or merely act as agent for a common carrier.

Fraud Liability

VERY frequently, decisions rendered by modern courts materially differ from decisions rendered by older courts. It is important to know that a recent higher court decision changed the old law with respect to contracts obtained through fraud.

In the case of *Bates v. Southgate*, 31 N. E. (2d) 551, Massachusetts, a purchaser brought suit against a seller to recover the purchase price of merchandise on the ground that he had been induced to make the purchase by fraudulent representations.

The seller introduced a clause in the contract stating, "In making this contract we make no representation. . . ." In other words, according to the terms of the contract the purchaser was not expected to believe any statement by the seller regarding the quality or value of the merchandise.

It is interesting to know that the higher court held the clause in the contract void and of no legal effect. The court said:

"We conclude that between 'fraud which is antecedent to a contract' and

'fraud which enters into the making of the contract' cannot be maintained, and that contracts or clauses attempting to protect a party against the consequences of his own fraud are against public policy and void where fraud inducing the contract, is shown, whether that fraud was 'antecedent' to the contract or 'entered into the making' of it."

In making this decision, the Supreme Court found it necessary to overrule prior decisions rendered by other older higher courts. Previously, the courts held contracts valid in which the purchaser agreed not to hold the seller responsible for fraudulent statements, guarantees and promises made by himself or agents.

Taxation of Stored Goods

A STATE legislature has very broad discretion in making classifications in the exercise of its taxing powers. And although older courts have held otherwise, modern courts hold that a valid tax may be required by a State upon intra-state activities as the sale, withdrawal or distribution of a commodity moving in interstate commerce after it has come to rest in the taxing State and its interstate voyage has ended. This is so whether it remains in the original package or not, and the tax law does not violate the "commerce" clause of the Federal Constitution.

For example, in *Texas Company v. Cohn*, 112 Pac. (2d) 522, Washington, it was shown that a company shipped merchandise into a foreign State and stored it there. The merchandise was distributed from the warehouse to purchasers within the State. In holding an excise tax valid on this stored merchandise, the court said:

"The privilege of storing within the State a commodity brought in from another State after the interstate transportation has terminated, may lawfully be subject to an excise tax."

Liability of Common Carrier

WHERE a common carrier fails to promptly deliver shipped merchandise, the measure of damages is the difference in the market value of freight at the consignee's address at time of shipment and at time when the freight was finally offered back to the shipper. Moreover, the cause of the reduction in the market value is immaterial.

Another important point of law is that failure of the initial carrier to explain an unreasonable delay in making delivery results in liability on the part of the carrier.

For illustration, in *Stern McGivney and Co. v. Keeshin Motor Express Co., Inc.*, 34 N. E. (2d) 81, Illinois, it was disclosed that a common carrier at Chicago accepted for transportation a shipment of felt hats. Three weeks later the hats were delivered by the carrier to the consignee, which was

too late and the consignee refused to receive the shipment. Afterward the hats were returned to Chicago and tendered to shipper who refused to accept same on the ground that the felt hats were then of no value because it was too late in the season. There is evidence to the effect that afterward the shipper tried to sell the hats to a number of persons but was unable to do so because it was too late. There was further evidence that the hats were invoiced at \$477.75, and this was the reasonable value of them.

The higher court held the carrier liable for full value of the hats, and said:

"The goods were delivered to defendant (carrier) and there is no evidence explaining what occasioned the delay in forwarding it to Dallas. Whether it occurred in Chicago or elsewhere, the burden was on defendant to explain the delay. . . . In the instant case the evidence shows . . . that when the goods were tendered back to plaintiff they were of no value."

Also, see *Freegood v. Barrett*, N. Y. Sup. Ct. App. Term, 172 N. Y. S. 353, where a suit was brought to recover damages caused by delay in the shipment of 2 boxes of women's lingerie. The court said:

"On the stipulated statement of facts, the . . . measure of damage is the difference in the market value of the goods at the consignee's address in West Virginia at the time of shipment and at the time when the goods were finally offered back to the plaintiffs. It matters not what the cause of the reduction in market value was."

What is "Act of God"?

NEITHER a common nor a private carrier is liable for loss of or injury to shipped merchandise caused by an Act of God. Much has been said by the courts of many States upon the acts of God, and many States have different holdings as to liability thereunder. In an early case, the Supreme Court said:

"The act of God which excuses the carrier must not only be the proximate cause of the loss, but the better opinion is that it must be the sole cause. And where the loss is caused by the Act of God, if the negligence of the carrier mingles with it as an active and cooperative cause, he is still responsible."

Also, see *Gratiot Street Warehouse Co. v. Missouri*, 124 Mo. App. 545, in which the court said:

"Now it is well settled law that if the defendant's (carrier's) negligence commingled with and operated as a contributive element proximate to the injury, even though such injury is to some and even a paramount extent operated by the Act of God, the defendant will be liable as though its negligence were the entire and sole cause of the loss."

Therefore, it is quite apparent that in order that a common carrier may escape liability under the exemption afforded by the law to the entailments of an Act of God, the Act of God must be the sole and only cause of the injury, and this, too, unmixed with the negligence of the carrier. If the carrier's

negligent act commingled with the loss as an active and cooperative element and the loss is proximate thereto, or, in other words, is a reasonable consequence of the negligent act, it is regarded in the law as an act of the carrier rather than as an Act of God.

The latest higher court case involving this law is *Dougan v. Thompson*, 150 So. W. (2d) 518, Missouri. The testimony in this case disclosed that a shipment was destroyed because a carrier failed to protect it against unreasonable and extreme heat of 106 degrees. It was contended that no liability existed because the extreme heat was an Act of God. However, the higher court held the carrier liable, and explained that failure of the carrier's employees to promptly protect the shipment, when realizing that an unusual heat wave was present, cooperated with the damage whereby the Act of God was not the sole cause of the injury.

What is "Negligence"?

IN every case involving negligence there are necessarily 3 essential elements as follows: (1) the existence of a duty on the part of the one party to protect the other from the injury of which he complains; (2) a failure by one party to perform that duty; and (3) an injury resulting from such failure.

The absence of any one of these elements renders the evidence insufficient to result in the party being sued liable in damages to the other party.

For illustration, in *Chicago Motor Express Co. v. George*, 34 N. E. (2d) 171, Indiana, it was disclosed that 2 motor transports collided, resulting in death of one of the drivers whose dependents sued the owner of the other transport for damages. During the trial, testimony was given which tended to prove that the location of the respective vehicles proved that one was slightly on the left of the center of the highway when the collision occurred. However, the higher court refused to hold that either driver was negligent, and said: *

"Would it be a reasonable inference to say from the evidence that appellee's truck was operated on the South side of the center of the highway at the time of the accident, and that such operation of the car was the proximate cause of the injury? . . . We do not think the facts established would warrant the jury to infer that appellee was negligent and that such negligence was the proximate cause of the accident."

Volunteer Workman Injured

IT is well known that a volunteer workman is bound to exercise ordinary care to protect himself against injury. Moreover, no employer can be held liable for injury to a volunteer workman unless the employer or his employee

was guilty of gross negligence, willfulness or wantonness.

For example, in *Western Warehouse and Truck Lines, Limited, v. Du Vaull*, 112 P. (2d) 589, Arizona, it was shown that a person volunteered to assist the driver of a warehouse truck to unload merchandise. He was seriously injured when the truck accidentally was backed against him. It is interesting to know that the higher court refused to hold the warehouseman liable in damages, saying:

"It was obvious that to go in between the truck and the dock during the operation was dangerous. . . . What he (injured person) was doing was purely voluntary and, therefore, defendant (warehouseman) was not liable in damages to him 'unless guilty of gross negligence, willfulness or wantonness.'"

Federal Labor Regulation

MODERN higher courts hold that where a labor dispute affects interstate commerce, it is within the jurisdiction of the National Labor Relations Board, and the jurisdiction of the State labor board is not effective. Moreover, the fact that only a small percentage of the employer's business is interstate does not alter the situation.

For instance, in *Guild*, 19 Atl. (2d) 128, Pennsylvania, it was shown that a company was engaged in business and maintained offices in Pennsylvania, New Jersey, Maryland, and Wisconsin. It had 2 plants in Wisconsin and other plants in all of such States. Its products were sold in almost all States and 12.9 of the total business represented interstate transactions. In holding the business interstate, the higher court said:

"Our conclusion on the showing in the record before us is that it does affect interstate commerce, and this being so, under our act the Pennsylvania Board was without jurisdiction."

When Business Affects Interstate Commerce

THE National Labor Relations Act affects any and all enterprises without regard to their magnitude, if labor troubles might have the probable effect of directly interfering with free flow of any "interstate commerce."

For illustration, in *National Labor Relations Board v. West Kentucky Coal Co.*, 116 Fed. (2d) 816, it was shown that a New Jersey corporation operates coal mines in Kentucky. It shipped 59 per cent of its annual production to points outside the State, sells large quantities of coal annually to interstate railroads with which its mines are connected and maintains facilities for transportation of coal on navigable interstate rivers. It purchases 80 per cent of its supplies and equipment outside Kentucky. The higher court held that

it is subject to the jurisdiction of the National Labor Relations Board since it was engaged in a business affecting "interstate commerce." The court said:

"It is clearly subject to the jurisdiction of the Board."

Also, see *National Labor Relations Board v. Gulf Public Service Co.*, 116 Fed. (2d) 852, in which it was shown that a power company furnished power to companies doing an interstate business and bought annually \$65,000 worth of material from out of the State.

The court held that it was engaged in business affecting "interstate commerce" and hence came within the jurisdiction of the National Labor Relations Board, notwithstanding the company's business was almost entirely intrastate.

Another important and late higher court case on this subject is *Fleming v. Lowell Sun Co.*, Massachusetts, 30 Fed. Supp. 320. In this case it was shown that a newspaper publishing company gathered and published news and prepared the newspaper for circulation both in and out of the State. The court held that it was engaged in "interstate commerce" so as to be subject to the Fair Labor Standards Act, even though more than 98 per cent of its total average daily circulation was distributed entirely within the State. This court said:

"The percentage or number of newspapers that crossed the State lines is not controlling on the question of whether or not the respondent is engaged in commerce between the States. It is common knowledge that the instrumentalities of interstate commerce are used and affected by every newspaper in gathering and publishing news and preparing the newspaper for circulation both in and out of the State in which it is published."

Transaction Held Interstate

IT is well established law that if an order for goods is taken in one State and the goods are shipped from another State, after the order is accepted in the latter State, the laws of neither State may compel either the seller or purchaser to pay taxes on the sale.

For illustration, in *National Corporation v. Bruning*, 1 So. (2d) 320, Louisiana, it was shown that a corporation in Ohio employed an agent to sell its goods in Louisiana. The agent also represented other firms as a manufacturer's agent. He merely solicited orders which, when accepted at home office in Ohio, were filled by shipments from Ohio.

In holding the transactions to be interstate, the court said:

"He (agent) was nothing more than a solicitor for orders which, when accepted at the home office of the corporation in Ohio, were filled by shipment from that State. Such a transaction does not constitute doing business in the State of Louisiana."

PREPARE TODAY FOR TOMORROW

GERSTENSLAGER VANS

ARE THE BEST VAN BODIES YOU CAN BUY

**More Strength — Less Weight
Superior Construction**

Now is the time to make your truck bodies completely modern, with Gerstenslager Van Bodies.

DOLLAR FOR DOLLAR you can not buy a better body. Put a Gerstenslager Body to work for you and watch it outwear your present equipment.

Let us help outline the body best suited for your needs.

Your inquiry will be appreciated

THE GERSTENSLAGER CO.
EST. 1860. WOOSTER, OHIO



WHERE TO BUY

ALARMS (Fire)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.
(See advertisement elsewhere in this issue.)

BATTERIES (Storage)

Edison Stge. Battery Div., Thomas A. Edison, Inc., West Orange, N. J.
(See advertisement elsewhere in this issue.)

BODIES (Van)

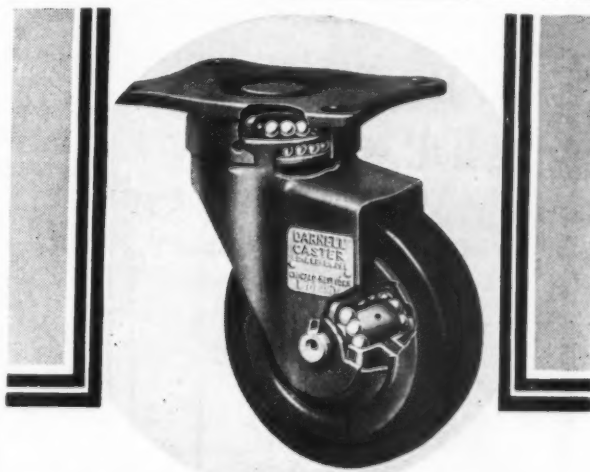
Gerstenslager Co., Wooster, Ohio.

BRINE

Brine Sales Corp., 40 Rector St., New York, N. Y.
(See advertisement elsewhere in this issue.)

CASTERS (Truck)

Edison Corp., 341 Cedar St., Elyria, Ohio.
Darnell Corp., Ltd., P. O. Box 4027, Sta. B., Long Beach, Calif.
Fitting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)



DARNELL CASTERS & E-Z ROLL WHEELS

will pay for themselves many times over. Made in nearly 4000 types for every industrial use. Investigate today.

DARNELL Corporation, Ltd.

LONG BEACH, CALIFORNIA
36 N. CLINTON ST., CHICAGO, ILL.
60 WALKER ST., NEW YORK N. Y.

CONVEYORS BY PORTABLE

Speed up piling and loading cars and trucks with Portable's Featherweight. Model 391 furnished with six standard mountings. Special conveyors for individual requirements. For complete information, call Portable.



ask Any user

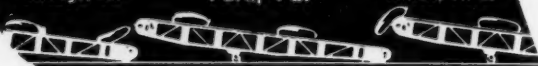
Portable Machinery Division

A. B. FARQUHAR CO., Limited

Chicago, Ill.

York, Pa.

Clifton, N. J.



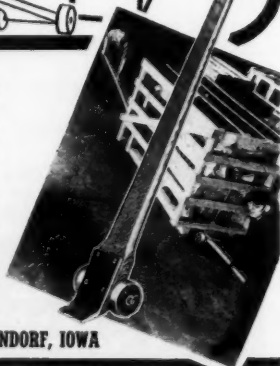
Cut Handling Time in Half with Micro Lever Dollies



No jacks. No rollers. The Lever Dolly picks up the load and rolls it away. A simple lever and wheel combination that speeds handling . . . saves energy . . . cuts cost. Make work easy with Micro Lever Dollies. Thousands in use everywhere. Send for details

MICRO-WESTCO, INC.

58009 State Street . . . BETTENDORF, IOWA



Prevent Damage From Moths!

USE

SOLVAY
PARA-DICHLOROBENZENE

Para-dichlorobenzene, properly used, is recommended by the U. S. Dept. of Agriculture as an actual moth killer. Kills moth larvae and also deodorizes as it prevents moth damage.

Write for complete folder containing simple, easy-to-follow instructions. Prices for 100 and 200 lb. drums on request. Write today to Dept. DX-941.

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by
The Solvay Process Company

40 RECTOR STREET, NEW YORK, N. Y.

CLOCKS (Time and Watchmen's)

Ameriann District Telegraph Co., 155 Sixth Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)

CONVEYORS (Belt)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

CONVEYORS (Portable)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

COVERS (Piano)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

CRANES (Mobile)

Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.

Silent Hoist Winch & Crane Co., 857 63rd St., Brooklyn, N. Y.

DOLLIES

Micro-Westco, Inc., 58008 State St., Bettendorf, Iowa.

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

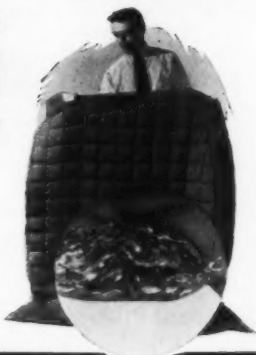
Here Is The MAINLINER

one of the famous
GILMAN
furniture pads

Compact, strong, long-wearing. Unsurpassed for ruggedness and strength.

Send for folder showing this and other Gilman Pads.

The GILMAN BROS. Co.
GILMAN, CONN.



PREVENT PROTESTS PROTECT PROFITS!

The soiled or grimy side of a pad need never injure or scratch furniture if you use 2-color Pioneer Pads. Common practice is to always use the green side against furniture—the Khaki side as the outside. Write today for new low prices!

LOUISVILLE BEDDING COMPANY, INC.
Louisville, Ky., U.S.A.

Use 2-color

PIONEER PADS

EXTINGUISHERS (Fire)

Solvay Sales Corp., 40 Rector St., New York, N. Y.
(See advertisement elsewhere in this issue)

INSECTICIDES

Solvay Sales Corp., 40 Rector St., New York, N. Y.
(See advertisement elsewhere in this issue)

MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

MOTOR TRUCKS

Detroit Motor Div., General Motor Sales Corp., Detroit, Mich.

Dodge Div., Chrysler Corp., Detroit, Mich.

(See advertisement elsewhere in this issue)

Ford Motor Co., Dearborn, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

Knack Trucks, Inc., 34th St. & 48th Ave., Long Island City, N. Y.

(See advertisement elsewhere in this issue.)

White Motor Co., 842 East 79th St., Cleveland, Ohio.

PADS (Canvas Loading)

Gilman Bros. Co., Gilman, Conn.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

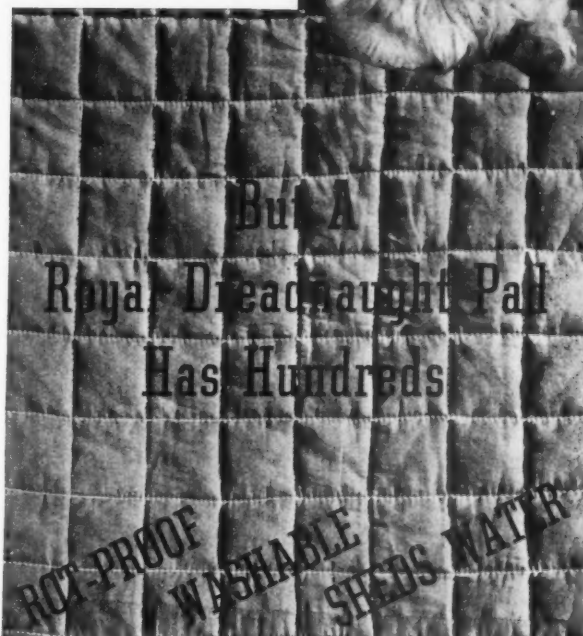
PADS (Kersey)

Gilman Bros. Co., Gilman, Conn.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

TABBY
Has Only
9 Lives



NEW FEATURES AT NO EXTRA COST!

For Pads At a Lower Price See Our Cruiser Line
For a Still Lower Price See Our Defender Line

WRITE FOR CATALOG A

showing our complete line of pads, covers and accessories for all purposes as well as Form Fit Padded Covers for Living Room, Dining Room, Bedroom furniture, Refrigerators and Radios.

Each one of the hundreds of three inch squares in a Royal Dreadnaught Pad lengthens the pad's life just that much.

Not only do these three inch squares, formed with extra heavy quality sail cord thread, stoutly cross-stitched, keep a rip or tear in its square, but they anchor the solid one-piece felt filling so it can't bunch, buckle or shift.

Reinforced with a Royal Blue welt edge binding all around, the outside of a Royal Dreadnaught Pad is made of the best quality drill cover in fast color khaki, green, Royal Blue or combinations.

NEW HAVEN QUILT & PAD CO.

82 Franklin St.

New Haven, Conn.



Two "Man-Savers" for your Warehouse

In Nutting Trucks you get the full benefit of a half century of experience in designing and building trucks for easy handling, long life and low cost per year. Extra strong frames. Roller bearing wheels with pressure lubrication. Semi-Steel wheels or long wearing, silent rubber tires.



Fig. 16-24

Fig. 37

Fig. 37 Non-Tilting Bar Handle Truck
A veteran of the Nutting line. Ideal for use both on inclines and level floors. Made in 12 platform sizes from 24 x 48" to 36 x 96". Capacity 3000-1000 lbs.

Fig. 16-24 Heavy Duty 2-Wheel Truck
Balanced just right for easy handling of heavy loads. Natural grip handles 2 sizes—capacity 1600-2040 lbs.

Everything in Floor Trucks—Wheels—Casters
NUTTING makes everything in floor trucks, wheels, casters. Representatives in principal cities. See your classified telephone directory or write direct to

NUTTING TRUCK and CASTER CO.
1161 DIVISION ST. FARIBAULT, MINN.

FLOOR TRUCK LEADERSHIP SINCE 1891



NEW Low Priced LIFT TRUCK!

Towmotor LT-40. Speeds up production. Cuts cost of handling loads up to 3,000 lbs. Lifts, hauls, stacks, "spots" all kinds of materials. Loads, unloads boxcars, trucks. Low priced. Low operating cost . . . less than a man's wages. Write for details.
TOWMOTOR COMPANY
1269 E. 152nd St., Cleveland, Ohio

Let
TOWMOTOR
Take the load off your hands



PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

TRACTORS (Industrial)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

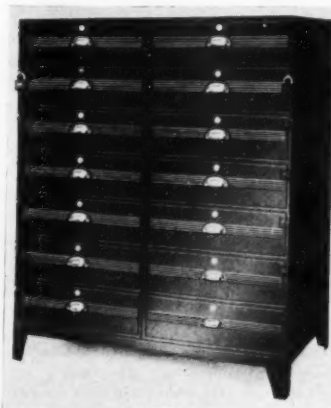
Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

NEW PRODUCTS

Standard Pressed Steel Co. New Drawer Unit

WITH defense plants operating in several shifts, the need has been created for this handy cabinet of drawers recently introduced by Standard Pressed Steel Co., Jenkintown, Pa. It is of sturdy steel construction, and provides individual drawers for employees to keep their tools and other equipment safe.



Cabinets can be made with any number of drawers. Drawer sizes 20 in. by 20 in. by 6 in. Can be supplied with cylinder locks or provisions for padlocks. Cabinet shown stands 52 in. high. Standard Pressed Steel Co., Jenkintown, Pa.—DandW.

Lamson Tubes and Conveyors

Lamson Corporation, Syracuse, N. Y., have issued and released for distribution the following pamphlets:

"Wings of Business." This pamphlet describes in considerable detail the use of Lamson Tubes to business. It contains 16 pages with cover, carries more than 60 illustrations, and refers to over 30 lines of business. "Clear Heads in the Distilling Industry." This pamphlet deals with the ever present handling problem in the distillery and more select bottling plants.

Materials Handling Equipment

WITH the added impetus given business through the Preparedness Program, many plants are going to wake up some morning and find that their materials handling equipment is hopelessly inadequate, and that many more men who could be more gainfully employed are lugging materials around by hand instead of letting a few men haul and handle many times more with the proper equipment. For that day, which is now at hand, send for a copy of the new Barrett Junior Catalog 414—100 pages of practical, economical materials handling equipment and ideas. Barrett-Cravens Co., 3250 West 30th St., Chicago, Ill.—DandW.



TRUCKS
FOR RANGES
REFRIGERATORS
PIANOS

Better equipment must fill the gap of labor shortage these days. Our trucks for ranges, refrigerators, air conditioners, pianos, "juke boxes", and cartons make money for you through the labor and time they save, because each type is built for practicability. Write for bulletins and prices.

SELF-LIFTING PIANO TRUCK COMPANY
FINDLAY, OHIO

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.

TRUCKS (Drum)

Olson Corp., 341 Cedar St., Elyria, Ohio.

TRUCKS (Fork)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

Baker-Raulang Co., 2176 W. 25th St., Cleveland, Ohio.

Dwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

Vaughan Motor Co., 827 S. E. Main, Portland, Ore.

TRUCKS, HAND (Cartons & Cases)

Utting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)

TRUCKS (Jack)

Olson Corp., 341 Cedar St., Elyria, Ohio.

TRUCKS (Lift)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

Baker-Raulang Co., 2176 W. 25th St., Cleveland, Ohio.

Dwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

Vaughan Motor Co., 827 S. E. Main, Portland, Ore.

TRUCKS (Refrigerator)

Utting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 20th St., New York, N. Y.

WHEELS (Industrial Truck)

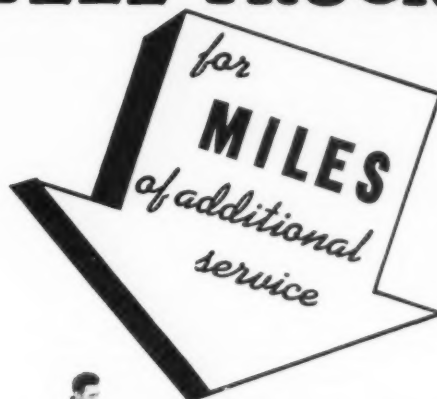
Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.

(See advertisement elsewhere in this issue.)

Utting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

HALLOWELL STEEL TRUCKS



MANY TYPES AND STYLES — EACH ONE A MODEL OF STAMINA — AVAILABLE FOR EVERY JOB.



Fig. 760
1-Bar Handle



Fig. 751
4-Pipe Stakes



Fig. 772
1 Rack



Fig. 753
4-Wooden Stakes

Floor trucks can't be sissies . . . they have to be able to "take it" if they're going to earn their keep. That's why "Hallowell" Steel Trucks are so popular—they're built to take years of punishment without frequent and expensive maintenance required by ordinary trucks.

With their steel plate platforms, welded construction and wheels that roll easily under all loads, "Hallowell" Trucks insure years of trouble-free service under constant rough treatment . . . a fact frequently verified by reports from enthusiastic users.

Many "Hallowell" types and models are available for all kinds of service and at order-inviting prices. Ask your distributor, or write—

STANDARD PRESSED STEEL CO.

JENKINTOWN, PENNA. Box 560

BOSTON · DETROIT · INDIANAPOLIS · CHICAGO · ST. LOUIS · SAN FRANCISCO

Hancock Buys New Equipment

Purchase of new pieces of equipment for the Hancock Truck Lines, Inc., Evansville, Ind., has been announced by C. Russel Tredway, secretary and traffic manager for the corporation. Complete delivery on the entire group of tractors, vans and trailers is not expected before Autumn.

The new equipment is only in part intended as replacements, Mr. Tredway said. Most of the new vans were bought in anticipation of the needs of the public, due to defense program, he explained. The new equipment includes van type trailers up to 32 ft. in length and open tops to 26 ft.

The new 32-ft. vans are 4 ft. longer than any formerly in use by the Hancock firm. Purchase of these longer vans is in accordance with the Line's policy of doing everything within its power to improve freight hauling service for its customers.

Hancock operates every type of van and truck, including stake trucks and pick-up and delivery trucks, to meet all needs of private commercial and industrial shippers. A company-owned garage is maintained on Riverside Drive in Evansville, to keep all equipment in first class mechanical condition, insuring prompt service, Mr. Tredway pointed out.

The new equipment will join present trucks operating over-night between Evansville, the corporation's head office, and Chicago, St. Louis, Indianapolis, Louisville and Terre Haute.—*Grissam.*

Blocks Used To Teach The Army Supply Duties

In the classroom of the supply school at Fort Francis E. Warren, Quartermaster Replacement Training Center, one can see a strange sight every school day.

Groups of grown men are gathered around long tables on which are piled blocks of various sizes and shapes. Carefully they take the blocks from toy shelves and load them on toy trucks waiting outside a modern warehouse. Then the laden trucks move slowly down miniature streets. All the while the Quartermaster students are keeping a stock record on the disbursement and movement of the toy supplies.

But appearances are deceptive in the Army. What seems to be childish diversion is really painstaking training for the serious business of furnishing supplies for thousands of men, an important Quartermaster function.

The blocks represent one or another of the basic commodities so

necessary to the Army's existence. Bales of mattresses, barrels of naphthalene, cases of soap, crates of refrigerators are received, issued and stored in the same manner that they are actually handled in any Army warehouse. The correct principles of warehousing—correct piling, fire precautions and the taking of inventory—are illustrated to the students in dramatic fashion instead of through dry lectures. Even the tangles of property accounts, bugaboo of many a supply student, are unraveled by the use of blocks.

The exhibit is the first of its kind to be used in the Army. Already the railhead school has built a similar one illustrating the principles of railroad distribution and using model railroad tracks, sidings and loading platforms.

Idle Storage Facilities for Grain

Leon Henderson, administrator, Office of Price Administration and Civilian Supply, has taken steps to reduce a serious shortage of space for grain now being harvested by issuing a civilian allocation program providing for emergency preference ratings on 15,000 tons of sheet steel to be used in construction of grain bins.

The program provides that emergency preference ratings effective for obtaining such material shall be issued to the extent determined by the Office of Production Management to be consistent with the defense program. The allocation program includes 10,000 tons of galvanized sheets, of which approximately 6,000 tons have already been delivered to grain bin manufacturers, and 5,000 tons of black sheets. In allocating the remaining tonnage of galvanized sheets, the Director of Priorities will, as in the case of the tonnage already allocated, grant individual preference rating certificates among manufacturers in such manner as may be feasible.

More than 15,000 tons of steel could be used for construction of needed grain bins at the present time, but this is all that can be diverted from other critical demands, thus making it necessary to construct additional bins from other materials. There is not sufficient time, however, to construct all the needed bins from materials other than steel.

The latter announcement indicates the possibility that idle storage facilities, adaptable for storing grain may be utilized, due to the lack of grain bins and the inability to construct necessary additional storage space, although no confirmation was made by defense agency authorities.—*Manning.*

War Materials by Air to So. America

Use of air freight or air express to speed national defense activities, forecast in the July issue of *DandW*, has become an actuality with the news from Washington, D. C., that the War Department has decided to air express emergency items to Central and South America instead of using the usual steamship delivery system. The new plan calls for air shipment of such items used in Army defense production, as replacement parts, tools, motors, and even heavy machinery when called for by defense production jobs. Air freight will carry such materials in the future to Army stations where required, the report says.—*Gidlow.*

Burma Road Job in Hands of Truck Chiefs

Three top-flight American truck line operators will leave soon for the Orient on one of the world's most dangerous transportation jobs—transformation of the Burma Road into a smooth flowing carrier of war supplies to China.

They are \$1 a year men, namely, Marco Hellman, San Francisco banker and transportation expert who recently completed a truck merger involving 5,500 vehicles; Daniel G. Arnstein, who owns the New York City Terminal Cab Co. and operates a fleet of 2,000 trucks, and H. C. Davis, West Hartford, Conn., who owns Consolidated Motor Trucks, key unit in the merger which Mr. Hellman completed.

At the suggestion of the U. S. Government, these men will work for Generalissimo Chiang Kai-shek, and their job is not an easy one. It is to smash the bottleneck in the road that stretches 2,000 miles between Rangoon and Chungking—the only means of transportation remaining into unoccupied China from the coast.

Petroleum Control Staff Appointed

Harold L. Ickes, Petroleum Coordinator, has announced the selection of staff members for the Coordinator's Office who will direct its activities, including H. A. Gilbert, to be Director of Transportation.

Mr. Gilbert is from New York, and a member of the American Petroleum Institute and its Central Committee on Tanker and Barge Transportation. He is a member of the Society of Naval Architects and Marine Engineers, is a director of the New York State Waterways Association, Inc., and of the Maritime Exchange of the Port of New York. He organized the Oil Transfer Corp., serving first as its treasurer and later as its president.—*Manning.*

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Cal. Movers Raise Rates Above Commission Figures

San Francisco household goods movers in the fleet-operator classification have taken the matter of rates into their own hands, feeling that the California Railroad Commission in its recent new decision has not granted them the relief required by the circumstances.

Seventeen of the largest members of the San Francisco Movers, Inc., and operators in the Eastbay, belonging to Alameda County Draymen's Assn., have voluntarily set up their own minimum rate, the figure being \$5 for 2 men and a large van in place of the \$4.40 granted by the Commission.

J. W. Barker, executive-secretary of the San Francisco group, said that movers in Southern California, members of United Van & Storage Assn. and the Southern division of California Van & Storage Assn., had voted to support the San Francisco movers if they decided to appeal the Commission's decision to the courts. Mr. Barker said that his group will not at present go back to the Commission for relief from its latest decision.

The new decision was handed down after lengthy hearings, including presentation of exhaustive cost studies by the San Francisco Movers and the furniture movers section of Alameda County Draymen's Assn., who petitioned for relief from the statewide rates established a year ago. At that time, the costs were claimed to be too high for the rates in existence and since the original decision, wages and other costs have risen. In the decision recently given, the Commission granted an increase in rates of approximately 10 per cent covering the areas of San Francisco, and Alameda Counties and the Cities of Richmond and Palo Alto. The new rates, according to an analysis made by Secretary Barker, summarize as follows:

Large van and 2 men.....	\$4.40 per hour
Large van and one man.....	3.25 " "
Small van and 2 men.....	3.85 " "
Small van and one man.....	2.70 " "
Extra men	1.40 per man per hour

or, respectively, increases of 40, 25, 35, 20 and 15 cents.

Both the associations and the Commission's engineers submitted cost figures. The latter were based on a study of 5 fleet operators and 9 owner-drivers, the use-factor of the latter averaging 925 hrs., for the fleet operators, 1,225 hrs., and for the total of both, 1,031 hrs. The associations' cost studies were drawn from analysis of costs of 18 carriers claimed to represent all types of household goods movers, the use factor taken being 1,000 hrs.

Commission's engineers found that the average revenue per unit of equipment in 1940 was \$2,782 for owner-driver operations and \$5,694 in fleet operations. Owner-driver's equipment was found to be run an average of 3.5 miles per revenue hour, and that of fleet operators, 5.5. Conclusion is that owner-operators' runs are usually within short radius, involving little unproductive time. Some comparisons in Commission findings, and those presented in cost studies by the associations, follow:

CRC ENGINEERS		ASSOCIATION	
Fleet Operator	Owner-driver	Total of Both	Groups
Lge. Van, 2 men.....	\$5.1821	\$4.0342	\$5.5436
Lge. Van, 1 man.....	4.0279	2.293	4.4237
Labor, Driver & Helper	2.5435	2.291	2.6265
Gen. Overhead	1.693	1.0404	1.5336

The fleet operators claim they cannot do business profitably at the \$4.40 minimum allowed by the Commission, hence their action in voluntarily stepping up the basic rate to \$5. The operators taking this action represent some 46 per cent of the membership of the San Francisco group, and the major operators in the Movers' division of the Alameda organization. Other operators continue at the \$4.40 rate. Secretary Barker says he has heard no complaint of any kind since adop-

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tion of the higher rate; that no operator establishing the rate has so far cut below it.

It is of interest that, in Southern California, household goods movers have had recourse to a similar action. The majority of the San Diego and Imperial County Movers have signed an agreement not to go below the following rates: \$3.50 an hour for van and 2 men; \$2.75 for van and one man, and \$1 an hour for additional helpers.

Movers throughout California have been enjoying excellent business during recent months, much of it attributable to defense movement of workers and Army activity of various kinds.—Gidlow.

Weicker, Denver, Acquires Pueblo Warehouse

Weicker Transfer & Storage Co., Denver, Colo., has purchased the Newton Lumber Co.'s warehouse at 1 and So. Main Streets, in Pueblo, Colo. The 60 by 120 ft. structure, having 36,000 sq. ft. floorspace, was to have been ready for occupancy by Aug. 25, according to L. M. Rhoades, Pueblo manager for the Weicker company.

The building, sprinklered, has been renovated and an 8-car freight dock erected.

The Weicker company established a Pueblo depot 11 yrs. ago when it bought out the White Motor Express, Campbell and White Lines, and started a transportation system between Pueblo and Denver, Lamar and Trinidad and intermediate points. At that time there were 6 employees. Today the firm employs 49 at Pueblo. The expansion is due to the increase in business in Pueblo and Southern Colorado.—Alexander.

Matson Hawaiian Rates Up 15%

Effective Sept. 1, an increase of approximately 15 per cent in freight rates between Hawaii and the Pacific Coast will be put into effect by the Matson Navigation Co. The U. S. M. C. has not yet approved the proposed increase. M. F. Cropley, freight traffic manager for Matson, said increased operating costs made the increase necessary. Cropley pointed out that while other steamship companies followed sharp wage increases and other rising costs with doubled and trebled tariffs, "Matson in the past 4 yrs. has maintained its normal rate structure practically intact."—Gidlow.

Order Condemning 149 Acres of Oakland's Outer Harbor Signed

The order condemning 149 acres of the Port of Oakland's outer harbor, known as the Key System fill, has been signed by Federal Judge Harold Louderback. This permits dredging operations for the Army's new \$32,000,000 supply depot and embarkation point, work on which has been started.—Gidlow.

W. Coast Ports Prepare for Ship Warrants Law

To implement enforcement of the newly enacted Ship Warrants Law, California Port Authorities Assn. and Pacific Northwest Port Assn. have formed a central coordinating committee to cooperate with the Maritime Commission. Duty of this body will be to keep the Commission informed on weekly port operations, including docking space and related facilities coming under the new law.

The action of the port groups, taken at a meeting held in San Diego on July 25, was taken to legally supplement a system already being voluntarily carried out, and it is expected to aid operation of the Warrants (Concluded on page 78)

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 "Better Warehouse Service"

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Commercial Warehousing at its Best

SAVANNAH, GA.

ATLANTA, GA.

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The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points.
 CUSTOMS BONDED AND INSURED
 Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

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Savannah's only bonded warehouse
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.

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General Storage—Distribution—Reconsigning
 Custom House Brokers—Custom Bonded
 Regular steamship service from principal
 Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.
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Consign to us and the same will be given our best attention.
 Modern Concrete Warehouses. Collections promptly remitted.
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Combine your Chicago Office and your Warehouse

at ANCHOR. The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

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1891 1941



DOWNTOWN WAREHOUSE

Most Centrally Located

2 Blocks from New Union Station
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Tunnel and Trap Car Service

Liberal Loans Made on Staple Commodities

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Capacity 1200 Carloads

Insurance Rates as Low as 12c

OPERATING SPACIOUS WATER FRONT WAREHOUSE
AT 103RD STREET & CALUMET RIVERAlso operate three modern warehouses in Kansas City
and the Overland Terminal Warehouse Company at
Los Angeles, CaliforniaSOUTHSIDE RESHIPPING WAREHOUSES
CHICAGOCHICAGO'S MOST MODERN
WAREHOUSES

Crooks Terminal Adds 400,000 Ft. in Chicago

Crooks Terminal Warehouses, Inc., Chicago, has under construction a one-story building 150 by 350 feet in size, as an addition to its building at 5967 W. 65th St., that city. The expansion will give the company more than 400,000 sq. ft. of storage space in the flourishing Clearing Industrial District on Chicago's Southwest side. Cost is reported to be \$125,000 and completion is set for Sept. 15.—*Slawson*.

All Navy Pier Leases Cancelled

Chicago's city council, on July 24, authorized cancellation of all leases held by tenants on space in the city-owned Navy Pier, effective Jan. 1, 1942. This action was taken to comply with revised plans of the U. S. Navy Department which has now requisitioned the entire pier for use as a ground training school and barracks for naval aviation units. Earlier plans had called for the government's use of only the upper deck of the mile-long structure and this is now occupied by the student flyers. Some 30 or 40 concerns, including several lake shipping lines, will be affected by the new arrangement, although present season operations will not be disturbed.—*Slawson*.

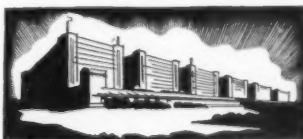
N.F.W.A. and A.V.L. Conferences

Furniture warehousemen from 12 Midwestern States participated in a conference at Edgewater Beach Hotel, Chicago, Aug. 18-19, sponsored by the National Furniture Warehousemen's Assn. and Allied Van Lines, Inc. The first day's program was devoted to round table consideration of warehousing problems with only one for-

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1891 1941

In Chicago—It's Central



★ In Chicago—It's Central for first consideration because our modern warehouses are located centrally with respect to all Chicagoland. Not only do we enjoy the service of the Chicago Junction Railway—inner belt line which connects directly with every railroad in and out of Chicago—but under our own roof we have one of its union freight stations. This means swift, sure delivery and dispatch of both carload and less than carload shipments without transfer or cartage expense.

★ Our warehouse units front on well paved private streets. Ample parking and loading spaces are assured. A special feature is our second level truckway to which elevators carry our trucks for more rapid loading and unloading.

Throughout our warehouses specially geared elevators are provided in generous number.

★ Natural light on all sides, ample utilities and sprinkler service are other requisites we satisfy. Modern office quarters, heat and power as required, and a staff schooled to be courteous under every circumstance and ready to oblige with the plus-service frequently required by special conditions are other advantages of Central tenancy.

★ These are not by any means all of the good reasons but they present a few of the strong arguments to suggest why, for light manufacture or warehouse purposes, in Chicago—It's Central Storage.

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Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

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**A complete warehouse organization
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rapidly and economically**

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mal address scheduled, this being a discussion of "Social Trends Affecting the Furniture Warehousing Business," by Hugh G. Walsh, vice-president and secretary of Haugh & Keenan Storage & Transfer Co., Pittsburgh, Pa.

Officials of Allied Van Lines had charge of the Monday afternoon and Tuesday morning sessions at which transportation problems were discussed and the conference was concluded Tuesday afternoon with an "Information Please" quiz program. Social features included a banquet Tuesday evening and a golf outing on Wednesday for which the Illinois Furniture Warehousemen's Association was host.

The Chicago meeting was the 2nd of a series of 3 regional conferences, the first of which was held at Atlantic City, N. J., the previous week—Aug. 11 and 12. Closing the series will be a 3rd conference at Atlanta, Ga., in November, as now planned.—*Slawson.*

John L. Wilkinson, president of the N.F.W.A., stated at the Atlantic City meeting that moving in the U. S. has increased 50 per cent during the past year, with the influx into the Philadelphia-Camden area jumping 100 per cent. It was reported that the group has a membership of 709.

N.F.W.A. Shield Of Endorsement Program Initiated

In appreciation for the advertising support given by industry suppliers to the *Furniture Warehouseman*, published by the National Furniture Warehousemen's Assn., Chicago, a shield of endorsement has been presented to those companies who advertise regularly for one year. Since *DandW* has been a regular advertiser in this group's magazine, it has been so rewarded. This program of awards became effective July 3, when provisions of same were made public.

The Sugar Situation in The Philippines

The sugar situation in the Philippines is giving several kinds of headache to shipping and warehousemen. Due to the lack of ships, close to a million and a half tons of sugar is piling up in Manila for transportation to the United States on the Islands' quota.

If ships could be made available, West Coast Ports could expect an inflow of 1,300,000 tons of Philippine sugar by Fall. Fearing, however, that this backlog of sugar may not be able to come in, sugar men here are recommending the building of warehouses in the Philippine Islands to store the unmoved sugar that is piling up there. Very few persons in the industry believe sufficient ships can be had to handle this year's quota of sugar from the Philippines.

However, considerable pressure is being brought to bear to get this sugar into the United States. Geo. H. Fairchild, president of the Philippine Sugar Assn., early in August passed through San Francisco on his way to Washington to try to arrange for cargo space to move the sugar. Fairchild is expected to show that unless the sugar piling up is taken by the United States under its existing quota agreement, the Philippine sugar industry, and the entire economic system of the islands, will be thrown into chaos. Government shipping heads are said to favor action to move the sugar and the Philippine Sugar Assn. is reported to have the backing of the powerful National Foreign Trade Assn.

Only 7,600 tons sugar came in to the United States in the first half of July, 3,700 tons of this destined for the East Coast.

Hawaii, which sends about 300,000 tons of sugar to the East Coast, is threatened with the same lack of transportation facilities for its sugar quota.—*Gidlow.*

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Allied Van Lines

Serving Chicago & Suburbs For
Over 35 Years.



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JOY BROS. STGE. & VAN CO.
Main Office 6428 N. Clark Street
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Interstate moving of H.H. goods—Nationwide agents and warehouse facilities in
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Ontario Warehouse Co., 425 West Ontario Street

Two Warehouses close to the Loop. Direct railroad connections.
U. S. Customs Bonded. Low insurance rates.

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"CONSIGN YOUR SHIPMENTS TO ME

DEPEND ON FRED REMER

ALWAYS ON THE JOB TO SERVE YOU"

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Commercial Hauling & Moving in Chicago &
Suburbs for 33 Years

See Our Ad in January Issue



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Largest warehouse in the Great Central Market territory.

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2500 feet of dockage for boat unloading. • Direct water service
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Ample free parking. • Good local transportation. • Our general
storage division operating in separate buildings with same facili-
ties. • Storage in-transit, pool car distribution, customs bonded.
• Write for monthly publication, it is free, no obligation to you.

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Space.

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Fully sprinklered warehouse building for merchandise
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Centrally located—only 12 minutes from the loop.
Complete warehouse service with personal supervision.
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Awarded to D and W Readers

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Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

**SAME DAY
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Is a habit with us—not a boast. Stock forwarding ordered even as late as one o'clock is shipped the same day on through destination cars, via any railroad from any of the downtown terminals. No cartage expense.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

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Merchandise Storage & Motor Freight Terminal

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318-320 East North St., Danville, Illinois

Distribution of LCL and Carload shipments. Warehouse located on Wabash with private siding. Free switching service from all other roads. In the wholesale district. We specialize in factory distribution. Terminal for the Decatur Cartage Co. Truck service to all points. Chicago freight rates apply on Eastern and Western shipments. We have equipment for handling heavy machinery.

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MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West

Located on five Trunk Lines and Outer Belt
which connects with every road entering Chicago.

No switching charges.

Chicago freight rates apply.



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Peoria is the logical Center of Distribution for Illinois.
We will be pleased to explain our service and facilities.

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With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States. Sprinklered—A.D.T.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

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**FORT WAYNE [WITH MIGHT]
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Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
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GREAT LAKES WAREHOUSE CORPORATION

General Merchandise—Storage and Distribution

Established 1922 (Tel.—Ham'd 3781-81)
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Vice-Pres. & Mgr. (Tel.—Chicago—Ext. 200)

FACILITIES—150,000 sq. ft., Fireproof, concrete-steel-brick const. Siding on
INB RR; exp. 50 cars. Located within Chicago switching district. Transit privileges.SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Ch. exp. and
suburbs.
ASSOCIATION—Indiana Warehousemen's & American Warehousemen's. Cold storage Division.

Midwest Shippers' Campaign to Keep Freight Cars Moving

(Concluded from page 11)

in other types of equipment; 5-ft. box cars for materials light and bulky, and so on. Confine your orders to standard equipment where possible to do so.

8. Buy early against the peak traffic to come later.

Move some of your bulk commodities to storage before snow flies and help to level out the peak.

Enthusiastic cooperation is being accorded the campaign, Mr. Schleifer stated. The idea of the vigilance committee plan was conceived in the board's Chicago office, he said, adding that it could be taken for granted from the start that all patriotic citizens having a substantial interest in transportation would support the movement.

The sponsors of the campaign, however, were especially encouraged by unexpected developments at a meeting in Waukegan, Ill., lying in Chicago's north shore suburban area, midway between Great Lakes Naval Training Station and the army post of Fort Sheridan.

High ranking navy and army officers came in for the meetings, Mr. Schleifer said, and participated actively in the discussions, then pledged full cooperation to see that no unnecessary delays occur in unloading the huge volume of freight traffic received daily at the 2 reservations. Should the same cooperation be given at the numerous other defense posts throughout the Midwest Board's jurisdiction, it was felt that material assistance would be given the freight car speed up movement.

"Adequate railroad transportation will be available in the months ahead," Mr. Schleifer concluded, "only if the fullest measure of cooperation is produced among shippers, the railroads and receivers. The Midwest Shippers Advisory Board is convinced that voluntary cooperation is the only American way to solve this transportation problem."—*Slawson.*

The Traffic Department's Place in Business

(Continued from page 10)

a manufacturing establishment; to extend its markets; and to eliminate waste in its product distribution, an efficient traffic department is needed. This department centralizes the traffic affairs, and cooperates with the other departments by:

1. Preparing a situation survey of the company's transportation needs.
2. Presenting a report, or long range working plan.
3. Building up standard traffic practice.
4. Coordinating the company's transportation matters.
5. Following up with continued effort in freight rate work; market analysis; competitive situation studies, etc.

In presenting this statement, it is not intended to imply that the traffic department should have other than coordinate rank with the other departments, but at the same time that department should direct all traffic functions, and be subject only to the jurisdiction of the executive department. Commenting on the work of the traffic department, the United States Department of Commerce made the following observation:

"When other departments undertake a traffic activity that can be handled satisfactorily only by experts, a waste is likely to result. A grain producer and shipper quite fully sums up the situation: 'Those who are not familiar with transportation matters and have not made a study of the rates, rules and regulations governing, get the idea that the handling of every shipment is alike. They fail to realize that each and every shipment is different, like the circumstances surrounding each

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines



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Transfer and Warehouse

STORAGE FOR HOUSEHOLD GOODS AND OFFICE FURNITURE



WAREHOUSE and OFFICE: 405 Douglas Str.

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"Coburn Service for Efficiency"

HENRY COBURN
STORAGE and WAREHOUSE CO.

Merchandise Storage, Distribution, Trucking

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General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

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230 W. McCarty St.

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General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

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THE TRIPP
WAREHOUSE COMPANY

1001 E. New York Street

Complete facilities for the storage and distribution of
MERCHANDISE

PRIVATE SIDING—BIG FOUR—CONNECTING
WITH ALL RAILROADS—NO SWITCHING
EXPENSE. TRUCK SERVICE.

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to meet your individual requirements.



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Consign shipments via C&O or Big 4. Distribution of
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Aero-Mayflower Transit Co.—National Furniture Movers

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Ullery Cold Storage & Warehouse Co.

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Merchandise and Cold Storage
Modern Cold Storage Locker Plant, 1000 Capacity
Private Siding on Grand Trunk Western Railroad
Pool Car Distribution, Trucking Service
Member A.W.A.—Ind. W.A.

TERRE HAUTE, IND.

A.D.T. Service

Distributors Terminal Corp.

Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U.S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

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General Merchandise Warehousing and Distribution. Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
Siding on C. M. St. P. & P. Rd. Free Switching from Other Roads.
Motor Freight Terminal. Agent Greyvan Lines.

CEDAR RAPIDS, IOWA

Cedar Rapids
TRANSFER & STORAGE CO.

FIREPROOF WAREHOUSE
AND TRUCK TERMINAL ON TRACKAGE
All Modern Facilities For Efficient Warehousing
and Distribution of Merchandise
DAILY SERVICE IN EVERY DIRECTION

DAVENPORT, IOWA

EWERT & RICHTER EXPRESS & STORAGE COMPANY

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage.

Phone Dial 3-3653.



Branch office and Warehouse service—Mississippi Valley reaching 20 Million Consumers.
Pool- and Stop-over Distribution.
Truck Terminal & Motor Truck Service.
Members: A.W.A. N.F.W.A. I.A.W.A.
Associated Warehouse, Inc.
Agents, ALLIED VAN LINES.



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Fireproof Warehouse
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TRANSFER & STORAGE CO.
ESTABLISHED 1903428
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Merchandise Storage, Furniture Storage &
Pool Car Distribution

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AGENTS—ALLIED VAN LINES, INC.



DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
Des Moines

Members: A.W.A.—N.F.W.A.—I.A.W.A.—M.O.W.A.

DES MOINES, IOWA

Member American Chain of Warehouses

Fire
Proof
Ware-
house**MERCHANTS**
TRANSFER & STORAGE CO.9th
&
Mulberry

TRY OUR SUPERIOR SERVICE

48 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to
every detail.

suit in a court of law. They feel that because something is true of one shipment when moving from one point it automatically is true of a shipment from another point; they take far too many things for granted instead of seeking the advice of one who makes a study of freight rates, rules and regulations. The greatest waste comes from the lack of co-operation with those who are familiar with traffic matters."

As a sort of confirmation of the impression of the Department of Commerce we refer to a modern notice from a manufacturer to his customers—a manufacturer who does understand the value of efficient traffic management. Quoting from the announcement:—

"Announcement of a price reduction on pre-finished metals in a hectic period like today would react like a bombshell. Our customers would wonder if we were crazy. * * * and while we don't exactly have a price reduction to announce — — — we do have its equivalent. Just recently, we announced a new low freight rate on * * * and on * * * (which is equivalent to a price reduction isn't it?). This concession was secured by our traffic department after many months of patient effort."

Two avenues are open to a manufacturer, or other shipper, in the selection of aid in reducing transportation costs. One is to hire a traffic manager and install a traffic department directly within the organization.

A second way is to employ a traffic manager who devotes his time to a limited number of companies maintaining constant contact with each company. Under this plan, a concern appoints the traffic manager to coordinate and direct its traffic and transportation affairs and he provides the necessary department facilities and staff.

Which of the two methods is preferable? It depends on the traffic needs of an individual company—this can be determined only after full deliberation of all the points embodied in a particular case.

However, if an executive, who has not yet realized the tremendous change produced by Interstate Commerce Commission regulation, will bestir himself sufficiently to obtain a general knowledge of the place of the traffic department in business—if he will select the type of traffic department best suited to his company's requirements—if he will use the same care in choosing a traffic manager as he does when employing a sales manager, or other department head—if he will give the required authority to the traffic department—if he will do these things—then his company will be placed in an adequate position to meet competition and eliminate waste in transportation costs.

And, with transportation costs accounting for as much as 25 per cent of the total expenditures in the average business, it is evident that the control of traffic functions is essential in manufacturing and allied establishments.

K. C. Household Whse.**Employees Granted Increase**

Substantial pay increases are contained in the 2-year contract now in effect between furniture warehousemen and transfer men of Kansas City and Local No. 956 of the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers.

The new scale provides 71 cents an hour for drivers, warehousemen and packers and 66 cents an hour for packers. The scale will be raised 5 cents an hour next July 1.

Under the old scale, drivers, warehousemen and packers received 62½ cents and helpers 57½ cents. Signing of the new contract ended a week-long strike. The union requested a week's vacation with pay but accepted the management's offer of 1-cent an hour instead.—S. Smith.

DES MOINES, IOWA

MERCHANDISE & FURNITURE STORAGE

Pool Car Distribution
Special Heavy Equipment for
Machinery, Boilers, Presses.

REPERT TRANSFER & STORAGE CO.
ONE HUNDRED FIFTH AVE.

Siding C. R. I. & P. Ry., Free Switching from any R. R.
Operators—Wholesale Merchants Delivery—Retail Merchants Delivery
Agent Greyvan Lines.

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1880—61 Years' Continuous, Efficient Service—1941

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Merchandise & Household Goods Storage

—Fireproof Warehouses—
Lowest Insurance Rate. Pool Car Distribution. Private Siding. Free
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TRANSFER & STORAGE CO.

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

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Merchandise Warehouses
at
TWO BIG MARKETS
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MASON CITY, IOWA

A. W. A. — May. W. A.



MASON CITY WAREHOUSE CORPORATION

Merchandise Storage,
Household Goods Storage,
Pool Car Distribution,
Local and Long Distance
Moving.

Packing & Crating,
Local Transfer,
Private Sidings,
Motor Freight Terminal.

WATERLOO, IOWA

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Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
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MERCHANDISE — HOUSEHOLD
GOODS AND COLD STORAGE

Distribute Pool Cars, Ship via RI or
Santa Fe Rys.

Member AWAM—Kas MTA



KANSAS CITY, KANSAS

INTER-STATE
TRANSFER AND STORAGE COMPANY
FIREPROOF WAREHOUSE
18th & MINNESOTA

Packing, Moving, Storing and Shipping. Private Siding
Agent for Allied Van Lines, Inc.

L. J. CANFIELD, Proprietor Telephone Dr. 3420



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Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.

A.W.A.

Established 1880

N.F.W.A.

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TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P. U.P. and M.P.

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A Modern Distribution and
Warehousing Service

Brokers Office & Warehouse Co.

B. W. BILLINGSLEY, JR., Manager
Member of American Chain of Warehouses

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H. W. Lamppin, Pres.



Serve your customers in the
Louisville territory
promptly from
stock kept in this
modern, clean
warehouse. The
personal attention
we give each account will bring
in those repeat
orders.

21 Trucks — Clean, Dry Space — Reasonable Rates
Responsible Service — P. R. R. Siding
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944,000 SQUARE FEET

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Merchandise and Household Goods Storage

Pool Car Distribution

Ship via R.I. Ry.—So.P.—L.&Ark. Ry.—Mo.P.

and T.&P.

Agents for Allied Van Lines, Inc.
Member NFWA-SWA



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E. B. FONTAINE, Pres. & Mgr.

Commercial Terminal
Warehouse Company
INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.



New York—Chicago

Storage Cartage Forwarding
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IMPORTERS' BONDED WAREHOUSE
 Office: 340 Bienville St., New Orleans, La.
 Complete Warehousing and Distribution Service for New Orleans and its territory.
 200,000 square feet of storage space with track room for 30 cars at one placement. Fully licensed and bonded for your protection.

Member of A.W.A.—A.G.W.
 Same Management Bienville Warehouses Corporation

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Represented by
 Distribution
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 New York Chicago
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Douglas Shipline Storage Corporation
Douglas Public Service Corporation

New Orleans, La.
 Sprinklered storage—
 1,050,000 square feet.
 Motor and Furniture.
 Switch track capacity—
 100 cars.
 Nine warehouses conven-
 ient to your trade.
 Loans made against nego-
 tiable receipts.
 Trucking Department op-
 erating 105 trucks.
 Insurance Rates 12¢ to
 46¢.



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MALONEY TRUCKING & STORAGE, Inc.
 1200 SOUTH FRONT ST.

An able servant to the PORT OF NEW ORLEANS
 Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigat-
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 Sprinklered Risk.

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 New Orleans Merchandise Warehousemen's Ass'n.



NEW ORLEANS, LA.

T. E. GANNETT, Owner



Standard Warehouse Company
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Complete Warehousing Service

SHREVEPORT, LA.

RESPONSIBILITY & SERVICE

Offering Three Combined & Complete Services

MDSE. DISTRIBUTION: We distribute many pool cars MDSE. for National Shippers. Expert in charge MDSE. DEPT. gives prompt service all details. Fireproof type construction; sprinklered, clean storage. Inquiries solicited.

HOUSEHOLD GOODS DIVN.: Dept. Mgr. in charge assures prompt accounting—remittances and careful handling. Pool cars or long distance deliveries. Reciprocity to Warehousemen over U. S. A.

HERRIN MOTOR LINES, Inc. Regular deliveries MDSE. from Shreveport to New Orleans, Mobile, Natchez, Monroe, Alexandria and Baton Rouge—intermediate points.

COMPLETE SERVICE — INQUIRIES INVITED

Have
HERRIN TRANSFER & WAREHOUSE CO., INC.
 and
 Cor. Marshall & Davis Sts.

SHREVEPORT, LA.

Terminal Warehouse & Transfer Co., Inc.
 Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered.
 40,000 square feet. Distribution of Pool Cars. Transfers House-
 hold Goods.

Member of A.W.A.—May. W.A.—S.W.A.

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McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General
 Merchandise except
 goods detrimental to foodstuffs

Modern construction
 Sprinkler system protection

Insurance rate 16½¢

A.D.T. Automatic Burglar System

Storage in transit privilege on flour, canned
 goods, potatoes, paper and paper bags
 Warehouse space for rent, office or desk room



BALTIMORE, MD.

For Details See Directory Issue
 Distribution and Warehousing



BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses

Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of

The Baltimore & Ohio Railroad Co.

A.D.T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

U. S. Customs
 Bonded Drymen



DAVIDSON
TRANSFER & STORAGE CO.

Household Goods and Merchandise—Storage—Delivery
 —Uncrating—Special Flat Bed Trucks for Lift Cases
 Agents: Allied Van Lines . . . Member N. F. W. A.

BALTIMORE, MD.

Martin J. Reilly, Pres. A. Bernard Heine, Vice-Pres.

FIDELITY STORAGE CO.
 2104-6-8 MARYLAND AVE.

Baltimore's Modern Fireproof Warehouse
 Your Clients Efficiently Served All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Member of N.F.W.A.—Md.F.W.A.—Md.M.T.A.

Agent for Allied Van Lines, Inc.

ATTENTION
 SHIPPERS

Freight can be saved in sub-
 stantial sums, if shipments are
 being made LCL from factory, or
 if a distant warehouse is used.

10-Cent Pay Increase to K. C. Warehouse Workers

Ten-cent-an-hour pay increases went to warehousemen employed by the public merchandise warehouses in Kansas City, Mo., which employ members of Local 41 of the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers under the terms of a new contract.

The regular warehouse employees receive 70 cents an hour in the new contract and extra employees receive 65 cents in the terms of the 1-yr. contract. There were other terms and conditions, such as guarantee of time on holidays.

The Team & Motor Truck Owners' Assn. negotiated for the warehouses, members of the association.—S. Smith.

White, Atlanta, Expands Service

The A. C. White Moving Lines, with main offices and warehouse at 590 Courtland St., N. E., Atlanta, Ga., and the A. C. White Transfer & Storage Co., 410 Edgewood Ave., same city, have added new equipment and facilities. In less than a year the concerns have purchased \$18,000 worth of new vans and trailers, established agencies in several States, and opened branch offices in Augusta and Washington, D. C.

A. C. White, Jr. is president of the A. C. White Moving Lines, specializing in long-distance hauling, while A. C. White, Sr. remains as president of the transfer and storage company and the A. C. White Furniture Co. The organization employs a staff of about 50. J. T. McBrayer is manager of transportation for the A. C. White Moving Lines.—Grissam.

Vann Transfer in New Warehouse

B. Y. Vann, owner and manager of the Vann Transfer & Storage Co., Thomasville, Ga., announces that he is back in business at the same location, No. Stevens St., corner of W. Jefferson, in a new and modern brick storage warehouse which replaces the one recently destroyed by fire.

The new building is sprinkler-equipped for the storage of household goods.

Security, Baltimore, Leases Building

Security Storage Co., Baltimore, Md., within the last 6 mos., has leased a building to take care of additional business.

Big Docks for East Boston Waterfront Proposed

At a hearing before War Department engineers at the Federal Building, Boston, a plan for the development of the East Boston waterfront by deepening the channel north of the airport and building three 1000-ft. docks capable of accommodating trans-Atlantic liners was discussed.

The hearing was called to consider a proposal of a channel in Boston harbor parallel to the North side of the proposed seaplane channel extending to the property of the Boston port development in East Boston.

Richard M. Russell, former mayor of Cambridge, and counsel for the Boston Port Development Co., owners of 20,000,000 ft. of East Boston waterfront, said the company favored deepening the channel and was prepared to give part of its land if the Commonwealth would build 3 giant piers to cost \$5,000,000.

Lawrence Whittemore, a vice-president of the Boston & Maine Railroad, said his company was prepared to

BALTIMORE, MD.

Norman Geipe
VAN LINES

**&
FIRE-PROOF STORAGE WAREHOUSES**
524 to 534 WEST LAFAYETTE AVENUE
BALTIMORE, MD.

The Most Complete Moving and Storage Organization in Baltimore. MERCHANDISE and HOUSEHOLD GOODS—Two Warehouses conveniently located—Packing—Crating—Lift Van—Local storage—desk space. Long Distance Moving to all points.—Certificate granted—MC-52452.

Tariff-Independent Movers' and Warehousemen's Assoc.

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McCORMICK WAREHOUSE COMPANY

**LIGHT AND BARRE
STREETS**

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

BALTIMORE, MD.

*** AN ASSOCIATED**

Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of
Pennsylvania Railroad Company.

**Trucking Storage
A.D.T. Watchmen**

**Pool Car Distribution
Financing Bonded Space**

Founded
1893



Resources
\$750,000

WAREHOUSE

THE ADVERTISERS IN THIS PUBLICATION

reach

16,336 SHIPPERS

of raw materials and finished products.

6,457 CARRIERS

Rail — Water — Motor Freight

4,788 PUBLIC WAREHOUSES

Merchandise — Cold Storage — Household Goods

with their every-month messages to these

28,000 BUYERS of

Services — Supplies and Equipment

BOSTON, MASS.

CLARK-REID CO., INC.
 GEO. E. MARTIN, President
GREATER BOSTON SERVICE
 HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING
 OFFICES: 83 Charles St., Boston
 380 Green St., Cambridge
 Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

CONGRESS STORES, Inc.
 38 STILLINGS ST.

PERSONAL SERVICE

GENERAL
 MERCHANDISE STORAGE

CENTRAL LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. ServiceMember
Mass. Warehousemen's Assn.

BOSTON, MASS.

Established 1896
 PACKING MOVING
D.W. DUNN CO.
 STORING SHIPPING
COMPLETE WAREHOUSING FACILITIES
 CONTAINER SERVICE
 46 Bromfield St. Member May W. A. 3175 Washington St.

BOSTON, MASS.

CHARLES RIVER STORES
 131 Beverly Street
 Boston and Maine R. R.
 ALBANY TERMINAL STORES
 137 Kneeland Street
 Boston and Albany R. R.
 DIVISIONS OF
FITZ WAREHOUSE CORPORATION
 GENERAL MERCHANDISE STORAGE
 Free and Bonded Space ——— Pool Car Service
 Successors to
FITZ WAREHOUSE & DISTRIBUTING CO.
 Rail and Motor Truck Deliveries to All Points in New England
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BOSTON, MASS.

Hoosac Storage and Warehouse Company
 Lechmere Square, East Cambridge, Mass.
FREE AND BONDED STORAGE
 A.D.T. Automatic Fire Alarm
 Direct Track Connection B. & M. R. R.
 Lechmere Warehouse, East Cambridge, Mass.
 Hoosac Stores, Hoosac Docks, Charlestown, Mass.
 Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

W. A. KELSO Pres.
 A. WALTER LARKIN Treas. & Mgr.
 C. F. COWLEY, Asst. Treas.
J. L. KELSO COMPANY
 Established 1894
 General Merchandise Warehouses
 UNION WHARF, BOSTON
 Free and Bonded Storage
 Connecting all railroads via
 Union Freight Railroad Co. Motor Truck Service
 Member of Mass. W. A. A.D.T. Service

BOSTON, MASS.

MERCHANTS WAREHOUSE CO.
 453 COMMERCIAL STREET
 BOSTON, MASS. CAPITAL 7760
 One of the Chain of Tidewater Terminals
 and Inland Warehouses
 Free and Bonded Storage . . . Union Freight Railroad
 A. W. A. M. W. A.

BOSTON, MASS.

WIGGIN TERMINALS, Inc.
 50 Terminal St. Boston (29) Mass.
STORAGE
 B. & M. R.R. N. Y., N. H. & H. R.R.
 Mystic Wharf, Boston E. Street Stores
 South Boston

BOSTON, MASS.

ESTABLISHED 1830
D. S. WOODBERRY CO.
 P. O. BOX 57, NORTH POSTAL STATION, BOSTON
 Largest Pool Car Distribution Specialists for New England
TRUCKING & STORAGE
 BOSTON & MAINE R.R. SIDING

take over the piers and reimburse the State in payments extending over 40 yrs.

John F. Fitzgerald, a member of the Boston Port Authority, although not speaking for that body, said he favored any plan for the improvement of the Port of Boston. Only seven-tenths of one per cent of the exports in the current industrial activity was passing through the Port of Boston, while New York got 90 per cent of the business, he said.

Others favoring the plan were William Pease O'Brien, Herbert Evans, manager of the Boston Towboat Co.; Alexander Whiteside and William J. McDonald.

Fletcher Ingalls, local head of the Civil Aeronautics Authority, in a letter read at the hearing, opposed the plan on the ground that the channel deepening would interfere with extension of the airport's seaplane facilities. A survey made by the Massachusetts Institute of Technology expressed similar views.

Crocker Snow, head of the State Aeronautical Commission, in opposing the plan, submitted the survey made by M. I. T. engineers.—Wellington.

New Warehouse in Boston

Daniel Sheehan, well known in the food trade in Boston, has formed the Independent Warehouse Co., located in the fireproof building at 195-205 A. St.

Mr. Sheehan will specialize in food products of all kinds for distribution in the Boston area. The building has a 4-car siding on the N. Y. N. H. & H. R. R.

Letters to the Editor

(Concluded from page 28)

lished an encyclopedia in 2 volumes that contains valuable information. This can be ordered directly from *DandW*. The cost is \$12.50. There is another book that was recently published, "Public Warehousing," by John H. Frederick, professor of transportation at the University of Texas. This book covers both general merchandise and field warehousing. It can also be purchased from *DandW* for \$3.50. *DandW* published a series of articles by Mr. Frederick, starting with the May, 1939 issue. These would be an asset to your library.

FALL RIVER, MASS.

**BOSTON, MASS.
NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.

Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
and Pool Car Distribution
Local and Long Distance Trucking

LYNN, MASS.

LYNN STORAGE WAREHOUSE CO.
154-156 Pleasant St.

The only Fireproof warehouses on the North Shore complete with every facility and private sidings for the storage and distribution of merchandise, automobiles and household goods. 100,000 sq. feet of space.

Distributors—Packers—Shippers—Movers
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NEW BEDFORD STORAGE WAREHOUSE CO.

MAIN OFFICE — 152 FRONT STREET

Large modern warehouses centrally located in wholesale district—specially constructed for storage, handling and distribution of general merchandise.

Storage and Industrial Space for Rent or Lease
Furniture, Storage, Packing and Shipping
Member of NFWA—AVL—American Chain of Whse.



PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

SPRINGFIELD, MASS.

**Atlantic States Warehouse
and Cold Storage
Corporation**
385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
M. W. A.

Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD, MASS.

E. G. Mounsey, Pres. J. G. Hyland, V-Pres.

**HARTFORD DESPATCH
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA—AWA—ACW—AVL Agents

SPRINGFIELD, MASS.



J.J. Sullivan The Mover, Inc.

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

DETROIT, MICH.

DETROIT STORAGE CO.

Established 53 Years

**STORAGE WAREHOUSES
ALL OVER DETROIT**

Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222



DETROIT, MICH.

**Henry & Schram Storage &
Trucking Company**

"The Warehouse of Service"

**MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTION**

Private Siding on

Wabash—Canadian Pacific—Pennsylv-
vania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection

"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN



GOLDEN JUBILEE
1891 1941

**GRAND TRUNK WAREHOUSE
& COLD STORAGE COMPANY**

DETROIT, MICH.
Ferry Ave., E. and Grand Trunk Railway



Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Trunk Line
Ultra-Modern Terminal
Plant Complete Service
Continent-wide Connections

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.
MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING
6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

Where Location Means Profit to You!

150,000 square feet, divided into storage space and offices and street level show rooms, with full-size, clear vision windows facing the busiest thoroughfare in Detroit.

Quick service on pool cars and prompt reshipment via our own trucks. 10-car siding and free switching from all railroads. Large enclosed dock for sorting speeds handling and delivery. Send for illustrated folder.

**JEFFERSON
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

DETROIT, MICH.

Established 1882



**RIVERSIDE
STORAGE & CARTAGE CO.**

Cass & Congress Sts., Detroit, Mich.
Household Goods and Merchandise Storage
Moving—Packing—Shipping
Personal Service Guaranteed
Members—A.W.A.—N.F.W.A.—Allied Van Lines



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1891 1941

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—Modern Fireproof Building—

Pool Car Distribution—Private Siding

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Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



Waterways and Terminals

(Continued from page 26)

planning and space control of the Public Buildings Administration stated in connection with this that the government "now owns or rents a total of 23,168,000 sq.ft. of space in the District of Columbia."

That makes our Uncle Sam quite a landlord. The Merchandise Mart in Chicago, considered the largest building in the world, has a total of 3,080,000 sq.ft. of rentable area, just by way of comparison. The 14 buildings comprising Rockefeller Center in New York City have a total rentable area of 3,918,000 sq.ft. And just for the record, there are 43,560 sq.ft. in an acre. Thus the government is devoting 532 acres to its bureau activities, nearly a square mile of offices, and some say the growth has only begun.

New Publication Started

The Upper Lakes & St. Lawrence Navigation Co., Toronto, has started a monthly publication for men on its vessels along the line of the Shipmate, "house organ" of the Columbia Transportation Co., which is edited by G. S. Wellman, personnel director of Oglebay, Norton & Co., operator of the Columbia fleet. Interesting information about the sailing men, the company, and lake commerce in general is printed in these little publications.

Detroit River Traffic Holds at Record Level

According to J. W. Westcott Co., marine reporting agency, Detroit River traffic, which has set a record each month so far in 1941, established another in July. A total of 3,142 freighter passages was recorded, with 1,572 upbound and 1,570 downbound. This indicates that during the month a ship passed Detroit, on an average, every 14 minutes.

MAT-Nicholson Universal Combine Services on Autos

In a precedent-making decision (Finance Docket 13241) the I.C.C. formally approved a freight and revenue pooling agreement between Minnesota Atlantic Transit Co. and Nicholson Universal Steamship Co., involving lake shipments of new automobiles between Detroit and Duluth and Buffalo.

The I.C.C. overruled a motion of N.U.S.S. Line that the agreement was not a pooling pact or an agreement for division of traffic subject to Section 5 (1) of the interstate commerce act, and held that it "enables the 2 carriers between them to furnish more flexible, or more frequent service by giving the shipper the advantage of having automobiles move in a vessel of either line, and enables both carriers to forward automobiles with greater dispatch. It affords Nicholson, in particular, opportunity at times to move rush cars and during the slack season enables both lines to move them on an economical basis and with good service."

The I.C.C. said, "In short, the arrangement permits the applicants to handle with minimum expense traffic which might be diverted to other carriers unless, in order to retain the business they should resort to uneconomical and possibly wasteful operation."

The I.C.C. found that there is no discrimination as to shippers, and refused to countenance protest of the competing lines, Nicholson Transit Co. and Detroit and Cleveland Navigation Co., that pact restricted competition.

The I.C.C. also said that it would modify the agreement whenever necessary, and that despite contention of Nicholson Transit "that more boats are needed at Duluth rather than a general 'get-together,'" it was

LANSING, MICH.

MICHIGAN BUTTER & EGG CO.

703 E. Kalamazoo St.,

Cold Storage & Merchandise Warehouse

Pool Car Distribution

Private Siding Michigan Central R. R. and
Pere Marquette R. R.

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BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

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Kedney

A.W.A.—N.F.W.A.—Minn. N.W.A.

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MDSE. & HOUSEHOLD GOODS

WAREHOUSE CO.

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DISTRIBUTION

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Minneapolis Midway St. Paul

MINNEAPOLIS, MINN.

BEN KOCH, PRES.

DON ROTHER, T. M.

Packing and forwarding

Local and Long Distance Moving House-
hold Goods Storage a Specialty.



Minneapolis
Van & Warehouse Co.

106 FIRST AVENUE NORTH, MINNEAPOLIS



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CENTRAL and COMPLETE FACILITIES

Merchandise warehouse completely sprinkled—U. S. Custom and State Bonded.
Pool cars distributed.

Close to metropolitan Minneapolis and St. Paul, Northwestern Terminal places at your disposal 15 trucks, 10 tractors and 35 semi-trailers—complete motor equipment.

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Minneapolis

Member: MINNEAPOLIS N. W. A.

ROCHESTER, MINN.

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Phone 5236



CAREY TRANSFER & STORAGE

Bonded Warehousemen

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Experienced Organization and Equipment for

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Modern Buildings. Private Siding CGWR Co.

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Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

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A COMPLETE WAREHOUSING SERVICE

**Merchandise Storage — Cold Storage
Pool Car Distribution
Industrial Facilities**

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739 Pillsbury Avenue St. Paul, Minnesota



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218 E. N. Water St. 100 Broad St. 625 Third St.
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MDSE. & HOUSEHOLD GOODS
WAREHOUSE CO.
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HOUSEHOLD GOODS
Modern Buildings, Sprinklered, Private Siding ICCR Co.,
Low Insurance Rate
MOTOR TRUCK SERVICE

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Successors to Tennes Transfer & Storage Co.
1027-41 Virginia Ave. Joplin, Mo.
Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates
PACKING—STORAGE—SHIPPING

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In Kansas City
it's the A-B-C FIREPROOF WAREHOUSE CO.
Distribution Cars are so handled as to
carefully safeguard your own interests
and those of your customers.
Three Fireproof Constructed Warehouses
Member of N.F.W.A. Agents, Allied Van Lines, Inc.

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Insurance Rates - Pool Car
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via rail or daily motor ser-
vice to entire Southwest.
MEMBER OF
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Association - Traffic Club
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ADAMS
TRANSFER & STORAGE CO.
"Surrounded
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KANSAS CITY, MO.

CENTRAL STORAGE CO.
Efficient, Complete Merchandise Warehousing Service
Office—1422 ST. LOUIS AVE.
(West 10th Street)
In Center of Wholesale and Freight House District

conceivable that conditions would develop "indicating the necessity or desirability of a general pooling of service to which all affected carriers should be parties."

Canadian Board Gets Lake Shipping Control

"The Canada Gazette" announced that the Canadian Shipping Board has received extended powers to govern cargoes and destination of lakes shipping as well as that of ocean tonnage, whereas previously, the regulations gave jurisdictional powers to the board governing vessels of British registry leaving Canadian ports which "proceed to sea." This has now been changed by striking out the words "proceed to sea" and substituting the word "leave."

This will allow the board to deal with lake vessels as well as ocean-going ships, spokesmen explained. The board will have final jurisdiction over cargoes, destination and the use of ships of British registry leaving any Canadian port.

Merger Sought by Buffalo Freightier Lines

A merger application has been filed with the I.C.C. by the Great Lakes Transit Corp. and the Minnesota-Atlantic Transit Co. The petitioners predicted that continuance of present conditions would mean inevitable bankruptcy for the package freighter lines, citing a loss of \$2,387,693 in operations over the past 8 yrs.

The application said that H. Townsend Hoopes, president of the Minnesota company, would head the merged companies as president and general manager. It was said that no reduction was expected to take place in the present number of employees, totaling about 8,000, as a result of this proposed merger.

Factors enumerated in the petition to support the petition included movement of flour mills from the Northwest to Buffalo, taxes, inroads of truck competition, collapse of export business, and increased costs of labor both in wages and minimum statutory requirements for crews.

The application contended the Great Lakes Transit fleet is ample to "give service equivalent to that now furnished by the 2 lines in frequency and speed of sailings, thereby releasing from lake service the ocean type vessels of the Minnesota-Atlantic Co."

New Lake Ore Record in July

Total of 11,390,488 gross tons, railroad weights, of iron ore was poured into ships' holds on the Great Lakes during July, continuing a record-breaking iron ore season, the Lake Superior Iron Ore Association reported. This total supplants the previous record high for any months in history set last May, 11,081,199 tons; and the previous top mark for any July, set in 1937, of 10,704,457 tons.

The season record to Aug. 1, 1941, was 40,216,408 tons, well above any similar season to date, because the 6,954,793 tons loaded in April, 11,081,199 in May, and 10,789,574 in June, as well as the July total of 11,390,488 tons, were all new records for the respective months. The present season figure is 45 per cent above the 27,702,178 tons up to Aug. 1, 1940. The Great Northern dock at Superior loaded 3,847,492 tons during July to lead all docks for 32 per cent of the total iron ore loaded for the month.

The total for July exceeded that of June because the month contained one more day, 11 cargoes were gained by loading Canadian ships, and because some American carriers loaded heavier late in the month under new temporary loading lines. Additional Canadian vessels are joining the purely American iron ore trade and load-line increases will be effective all through August.—Kline.

KANSAS CITY, MO.

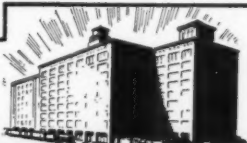
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"Kansas City's Finest Warehouses"
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LOWEST INSURANCE RATES
COOL ROOM FACILITIES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT

Operating
Brokers' Warehouse, Security Ware-
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AND
DISTRIBUTION**

300,000 sq. ft.
Trackage on
three railroads
Truck docks—
Low Insurance

Merchandise Warehouses, Inc. ST. LOUIS AVE.
& MULBERRY ST.

KANSAS CITY, MO.

Established 1903

POOL CAR TERMINAL—Spacious, enclosed, sheltered loading
Dock, facing wide Street in Wholesale and Shipping District on
B&O-Alton Railroad siding.

MERCHANDISE STORAGE — GENERAL CARTAGE
Sprinklered—A.D.T. — Fleet modern Equipment

THE ONLY WAY TRANSFER & WAREHOUSE CO.
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THE H. H. SMITH STORAGE CO.

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**Merchandise Storage—Drayage—
Pool Car Distribution**

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

Morris M. Stern, Pres. & Treas.
Norman J. Sipe, V. P. & Secy.

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"Right in the Midst of Business"

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City with excellent facilities for
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ST. LOUIS, MO.

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WAREHOUSE, INC.**

MAIN & RUTGER STS.

A.D.T. Burglar Alarm.

200,000 Sq. Feet of Service
BONDED Low Insurance

Merchandise Storage and
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Track Connections with All
Rail and River Lines.

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1891 1941

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• A one-word description of our service,
which includes not only every phase of modern
warehousing and distribution, but even an
information bureau, maintained to furnish data
on territorial as well as local market conditions
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Consign cars to yourselves in our care via any
railroad entering the city. Terminal Railroad
Association delivery: Reciprocal Switching.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.



**COMPACT
COMPLETE
COMPETENT**

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"SERVICE THAT EXCELS"

Organized to serve you satisfactorily.

200,000 square feet storage space.

A.D.T. Protection—Low Insurance Rates

Sheltered delivery platform city block long.

State—U. S. Customs Bonded.

Pool car distribution—Liquor storage.

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Your inquiries will be given prompt attention.

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St. Louis, Mo.

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1891 1941

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Merchandise and Cold Storage

Unexcelled service at lower rates

Pool Car Distribution and Forwarding

200 Dickson St.

St. Louis, Mo.

Member of A.W.A.—Mo.W.A.—St.L.M.W.A.

Four Billion Dollars

In Defense Contracts

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From June 13, 1940, to

January 15, 1941

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MEMBER 1876 1941

BORLEY'S
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 Pool Car Distribution
 FIREPROOF BONDED
 STORED OR SHIPPED

LINCOLN, NEBR.

1889 52 Years of Continuous Service 1941
 Merchandise and Household Storage—Pool Car Distribution
 We operate Thirty Trucks and have connections to all points in the State.
 Our buildings are clean, both Fire and Non-Fireproof, located on the lines
 of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering
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 We are Bonded by the State—Our Rates are reasonable. We solicit your business
 and guarantee satisfaction. Investigation invited.
SULLIVANS
 Transfer & Storage Co. Grand Island Storage Co.
 Lincoln, Nebr. Grand Island, Nebr.
 301 N. 8th Street 311 W. 4th Street

OMAHA, NEB.

FORD
STORAGE & MOVING COMPANY
 1024 Dodge Street Omaha, Nebraska
 Omaha's most modern, centrally located warehouse. Fireproof construction—Fully
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 Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also operate
 modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick
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 cars, merchandise and household goods. Trucking service. Let us act as
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 Member: A.W.A.—N.E.W.A.
 Agents for Allied Van Lines, Inc.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.
KNOWLES STORAGE CO.
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 MERCHANDISE — HOUSEHOLD GOODS
 Complete Warehousing and Distribution Service.
 Fireproof Building . . . Trackage . . . Motor Trucks

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MOREWOOD WAREHOUSE
 Exclusive Merchandise
 Complete Distribution—Storage Facilities

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for
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CONCORD, N. H. Bonded Storage Warehouses
 Offices 624 Willow St.
 General Merchandise Storage & Distribution, Household
 Goods, Storage, Cold Storage, Unexcelled Facilities.
 Pool Car Distribution
 Direct R. R. Siding, Boston & Maine R. R.

NASHUA, N. H.

Manchester, N. H. — Concord, N. H.
 MEMBER

JOHN W. McLAUGHLIN
 Bonded Fireproof Storage
 OFFICE — 9 OTTERSON ST. — WAREHOUSE
 Household Goods & Fur Storage
 Moving—Packing—Shipping—Rigging

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Est. 1888 John O'Connor, Pres.
ORANGE STORAGE WAREHOUSE, INC.
 Serving all of Northern New Jersey
 Local moving—Allied Van Lines for Long Distance
 Modern Storage Facilities—Daily deliveries to New York
 30 So. Harrison St.
 EAST ORANGE, N. J.

HOBOKEN, N. J.

INCORPORATED IN 1881
CAMPBELL STORES
 GENERAL MERCHANDISE
 Stipulated & Non-Stipulated Warehouses
 Rail-Sidings — Bulkheads — Piers
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 General Offices: No. 1 Newark St.
 General Merchandise Storage and Distribution
 Piers—Railroad Sidings—Factory Space
 Correspondence Invited

HARBORSIDE Rail-Water TERMINAL
 27 million cubic feet of office, manufacturing and
 warehousing space in the heart of America's
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 Warehousing... Industrial Space... Cold Storage... Bonded
 Stores... Storage in Transit... Distribution and Transshipment.
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MEMBER: N.J.F.W.A. and N.E.W.A.
 PACKING! MOVING! STORAGE!
 —dependable since 1860—
KNICKERBOCKER
 STORAGE WAREHOUSE COMPANY
 96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET
 Wm. R. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

Newark Central Warehouse Co.
 General Offices: 110 Edison Place, Newark, N. J.

 In the heart of New-
 ark — serving New
 Jersey and the en-
 tire Metropolitan
 Area. Sprinklered—
 low insurance rates.
 Central R.R. of N.
 J. 30 car siding. 25
 motor truck delivery
 platform. Motor
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POOL CAR DISTRIBUTION
 Member of N.J.M.W.A.
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Ford, Omaha, Acquires Building for \$100,000

R. A. Ford, president of the Ford Storage & Moving Co., Omaha, Neb., purchased on Aug. 1 for \$100,000 the building the company has been occupying on 11th and Dodge Streets since 1932. The Rinnik Corp., Providence, R. I., is former owner of the property.

The building was erected in 1919 for the Simon Bros. Wholesale Grocery Co. and contains 1,250,000 sq. ft. of floorspace. There are 6 floors and a basement.

Mr. Ford has been in the storage business since 1908, and maintains another warehouse in Council Bluffs.

\$850,000 Terminal Bought by Waterman Steamship Co.

The Waterman Steamship Co., through its affiliate, the Gulf Florida Terminal Co., has purchased the Tampa Union Terminal, landmark of the Tampa waterfront. The terminal was bought for \$850,000, under an order of Federal Judge Akerman at Jacksonville.

Involved in this transaction is an R.F.C. loan of \$550,000. This was approved at a hearing in Jacksonville by creditors of the former owner.

The Waterman Co. has been using a considerable portion of the terminal facilities for some time. No announcement was forthcoming on future plans. Bondholders of the company previously owning the terminal were paid 65 cents on the dollar, under the terms of the sale.

Free Lighterage to North N. J. Ports Sept. 10

D. T. Lawrence, chairman of the New York Trunk Line Association, announces that free lighterage services will be extended to freight to and from North Jersey ports as of Sept. 10.

Such services have been sought for 35 yrs. by New Jersey, meantime being forced through inflated freight rates to help pay for this free water handling of shipments to and from New York. Repeatedly in litigation New Jersey blamed the commercial supremacy of New York on such discriminations in rates.

In the last case, which the I.C.C. decided June 15, the Commission ordered extension of the free lighterage limits to include Newark, Bayway, Carteret and inland water points. Since such extension will be at the railroads' expense, they had considered appealing.

Decision not to appeal means that such charges as \$66 per lighter, now made when a shipper wants to bring freight from shipside in New York harbor to Port Newark, will be eliminated. The free lighterage services will include import, export and coastwise shipments. Because of the freight rate extras, New Jersey contended, many millions of dollars of business that might pass through such ports as Newark, were diverted to New York, Brooklyn and Queens.

Wanting to set up a rate differential between the New Jersey side of the Hudson River and New York, New Jersey and Jersey City had asked the I.C.C. in the last case to require an added charge for lighterage of 6.5 cents per 100 lbs. Jersey City and other communities along the Hudson River on the New Jersey side have had free lighterage but still claimed discriminations.

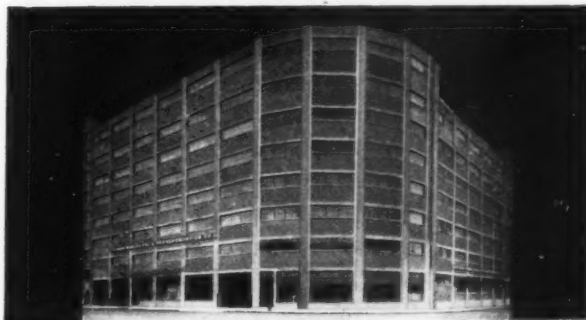
The I.C.C. held that to split up the rates in the port area would produce a chaotic situation but that it also was unfair to charge a single rate over the entire area and split up the services, as now. Thus, the railroads were ordered to extend free lighterage throughout the rate district.

The tariffs are being prepared for Sept. 10, as the I.C.C. directed, Lawrence said, and it was the hope of

GOLDEN JUBILEE

1891 1941

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... DISTRIBUTE THE LEHIGH WAY"



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

NEWARK—MAIN OFFICE—98-108 FREELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman; Ins. rate, 6.4¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 5¢ up to 16.7¢. Siding on Penn. R.R. Cap. 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act.; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport service; Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

President

Established 1919

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Industrial Warehouse & Storage Co.

Specializing in Textile Warehousing

8 Morris Street, Paterson, N. J.

220 Straight Street, Paterson, N. J.

Sprinklered throughout—watchman service—fire-proof buildings

Rail and truck facilities—North, South, East, and West

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SPRINGER TRANSFER COMPANY ALBUQUERQUE

Operating the Only Fireproof Storage Warehouse
in New Mexico

Complete and efficient service in distribution, delivery
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

ALBANY, N. Y.

Albany Terminal & Security Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

Member American Warehousemen's Association

ALBANY, N. Y.

McARDLE & CASAZZA

Park Ave. & Grand

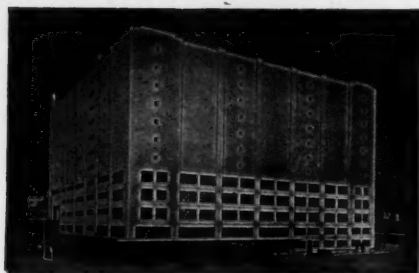
Albany, N. Y.

STORAGE WAREHOUSES

Moving—Trucking—Crating—Shipping—Packing—Pool Cars
Distributed

Daily freight service throughout Capitol District.

ALBANY, N. Y.


Central Warehouse Corporation
 Colonie and Montgomery Sts.

 Albany, N. Y.
 Telephone 3-4101

General Merchandise — Cooler and sharp freezer Cold Storage; also U. S. Custom Bonded space available. Office and storage space for lease. Fireproof construction with very low insurance rate. Storage in Transit privileges. All classes of modern warehouse and distribution service rendered.

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the railroads that they would be published as of Aug. 10.

Newark city officials expect their port to be the chief beneficiary of the extension of free service. With the only public docks in the metropolitan area at which a ship can be loaded or unloaded directly from railroad cars on marginal docks, Newark will have the added service of shipside lighterage loading and unloading without extra cost. This, it is claimed, would mean faster turn-around for an ocean-going vessel than is possible at the old-fashioned docking facilities.—Jones.

Sears' New Chicago Warehouse
Employs Latest Handling Methods
(Concluded from page 16)

dolly has been placed and thus is automatically held in position. Another short pull puts the cabinet on the dolly and it is rolled away.

Later, after the refrigerating unit has been assembled, the completed refrigerator, still on the dolly, together with any other items on the same customer's order, is rolled to the conveyor and there moved one way or the other, as necessary, to reach the predetermined position of the truck designated to make the delivery, figs. 17 & 18.

The warehouse operates 24 hours a day. Incoming cars are delivered usually in the morning, so that normally the day is largely devoted to unloading and stacking the arriving stock, while the night is largely devoted to the assembly of outgoing orders.

The trucks and tractors, therefore, also operate 24 hours a day. The batteries are exchanged whenever required, the intervals ranging from 10 to 12 hours.

A public-address system with amplifiers located throughout the warehouse serves, among other things, to summon trucks or tractors. One hears the speaker announce, "Will tractor number two please report at once to door number 67?" or, "Hoist number five please report to the engine room" (hoist being the vernacular for fork truck) and knows that the operators of these trucks, wherever they may be, will also hear.

The tractors are also employed on occasion to spot cars on the sidings, since the services of the local switching locomotive are not ordinarily available during the day.

No Ships—Dutch Rubber
Accumulates

A shortage of ships in the East Indies-United States service is responsible for keeping in warehouses a large part of the 600,000 tons of rubber produced annually in the Dutch East Indies, according to an analysis of the shipping situation made at Los Angeles by Peter Prins, manager of the Rotterdam Trading Co. at Semarang, Java.

Prins came to the United States on a buying mission for iron, cotton and piece goods, which were formerly purchased from Japan, and dye stuffs, of which Germany was once the chief supplier.

He stated that the shipping situation was becoming more aggravated as American ships were being diverted from the Pacific to the Atlantic. The Dutch, Prins declared, were holding on to all the ships possible, but sometimes found it expedient to turn over some vessels to the British.

The government of the Dutch East Indies, according to Prins, is planning to build 10,000-ton freighters, but thus far, due to the difficulty of obtaining steel, the project has not progressed beyond the "planning" stage.—Herr.

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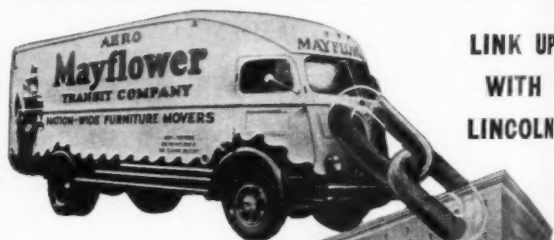
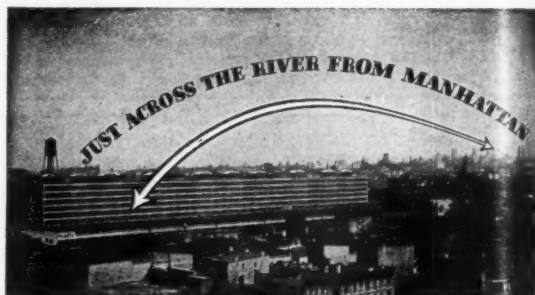
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NEW YORK CITY

Record Export Car Movement to Ports

Cars of export freight, other than grain, unloaded at Atlantic, Gulf and Pacific ports in July this year totaled 54,982 cars, according to reports just compiled by the manager of port traffic and made public by the Association of American Railroads. This is the highest number of cars unloaded in any one month since the association began compiling statistics in November, 1939, exceeding the previous high by about 106,000 tons. In July, 1940, there were 49,781 cars unloaded.

Cars of grain for export unloaded in July this year at these ports totaled 6,273 compared with 2,260 in the same month last year.

No congestion or delay to traffic exists at any of the Atlantic, Gulf or Pacific ports, due to the cooperation of steamship lines, port authorities, exporters and shippers.

Notwithstanding the heavy movement of export traffic through the North Atlantic ports, there is ample railroad storage facilities at all ports.

At the Port of New York the number of cars unloaded for lighterage in July, 1941, averaged 1,085 daily. This was the 3rd consecutive month in which unloadings exceeded 1,000 cars daily. In July, 1940, average unloading of cars for lighterage was 876 daily.

Eastbound freight, of which approximately 88.3 per cent was for export, lighterage at New York in July, 1941, totaled 830,603 tons, compared with 724,864 tons in the preceding month and 658,007 tons, in July, 1940. This was an increase of 14.6 per cent compared with June, 1941, and an increase of 26.2 per cent compared with July last year.

Westbound lighterage tonnage most of which is import traffic, in July, 1941, totaled 244,004 tons compared with 254,410 tons in the preceding month, and 127,126 tons in July, 1940. This was a decrease of 4.1 per cent compared with June, 1941, and an increase of 91.9 per cent compared with July last year.

Eastbound and Westbound lighterage tonnage combined handled in July totaled 1,074,607 tons, exceeding the 1,000,000-mark for the first time since the association began compiling its statistics in November, 1939.

Cars of export freight, other than grain, unloaded at Boston in July totaled 847, compared with 966 in July last year, or a decrease of 12 per cent. There was an increase of 115 per cent in the number of cars of coastwise and intercoastal traffic unloaded at the port, compared with July last year.

At Philadelphia, 3,590 cars of export freight, other than grain, were unloaded in July, compared with 3,467 last year, or an increase of 4 per cent. There was an increase of 22 per cent in the number of cars of coastwise and intercoastal traffic unloaded at the port, compared with July last year.

Cars of export freight, other than grain, unloaded at Baltimore in June totaled 3,408 compared with 4,037 in July last year, or a decrease of 16 per cent.

At Hampton Roads, 2,090 cars of export freight, other than grain, were unloaded in July, compared with 2,200 last year, or a decrease of 5 per cent.

Cars of export freight other than grain unloaded at Savannah totaled 1,432 compared with 730 in July last year or an increase of 96 per cent. There was an increase of several hundred per cent in the number of cars of coastwise and intercoastal traffic unloaded at the port compared with July last year.

At Tampa 1,486 cars of export freight other than grain were unloaded in July compared with 313 last year, or an increase of 375 per cent.

Cars of export freight, other than grain, unloaded at Mobile totaled 1,114 compared with 1,685 in July last year, or a decrease of 33 per cent. There was an increase of 105 per cent in the number of cars of coastwise

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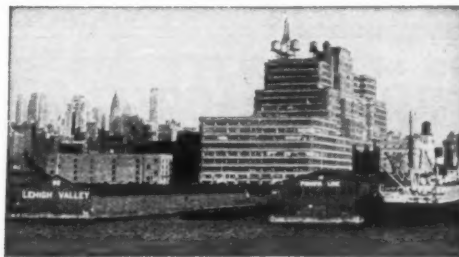
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and intercoastal traffic unloaded at the port compared with July last year.

At New Orleans, 4,161 cars of export freight, other than grain, were unloaded in July, compared with 4,603 last year, or a decrease of 11 per cent. There was an increase of 20 per cent in the number of cars of coastwise and intercoastal traffic, unloaded at the ports, compared with July last year.

Cars of export freight, other than grain, unloaded at Galveston totaled 2,543 compared with 2,613 in July last year, or a decrease of 3 per cent.

At Houston, 1,445 cars of export freight, other than grain, were unloaded in July, compared with 2,014 in the same month last year, or a decrease of 28 per cent.

Cars of export freight, other than grain, unloaded at Texas City totaled 367 cars compared with 1,173 in July last year, or a decrease of 69 per cent.

Cars of export freight, other than grain, unloaded at San Francisco totaled 2,972 cars, compared with 1,761 in July last year, or an increase of 64 per cent. There was an increase of 48 per cent in the number of cars of coastwise and intercoastal traffic unloaded at the port compared with July last year.

Cars of export freight, other than grain, unloaded at other ports in July this year, compared with the same month last year follow:

Port	July, 1941	July, 1940
Portland, Maine	162	341
New London, Conn.	98	135
Port Newark, N. J.	3	0
Wilmington, Del.	112	108
West Point, Va.	2	4
Wilmington, N. C.	0	246
Charleston, S. C.	155	78
Jacksonville, Fla.	288	252
Pt. Everglades, Fla.	303	267
Miami, Fla.	27	25
Panama City, Fla.	0	70
Pensacola, Fla.	36	22
Gulfport, Miss.	19	35
Lake Charles, La.	484	328
Beaumont, Tex.	54	99
Corpus Christi, Tex.	244	504
Port Arthur, Tex.	254	0
Seattle, Wash.	546	347
Tacoma, Wash.	215	431
Portland, Ore.	410	398
Los Angeles, Calif.	790	531
San Diego, Calif.	0	2

At Portland, Maine, 88 cars of grain for export were unloaded in July, 1941, compared with none in July 1940; at Boston none compared with 82; at New York 1,462 cars compared with 313; at Philadelphia 728 cars compared with 358; at Baltimore 2,958 cars compared with 231; at Hampton Roads 125 compared with 222.

The movement of grain through Gulf ports this year was 462 cars compared with 803 cars in July last year and through Pacific ports this year, 450 cars compared with 251 cars in July last year.

Meeting of National Rivers and Harbors Congress

On Nov. 13 and 14, a special session of the National Rivers and Harbors Congress will convene in Miami, Fla. The convention will consider the program for river and harbor work, flood control and inland navigation with special attention to the necessities of defense, while a program will be formulated in accord with President Roosevelt's proposal for a reservoir of worthwhile projects to take up the shock of unemployment when the defense effort ends. According to Dewey Short, president, and Fred D. Beneke, secretary, the meeting is being held on invitation of Governor Spessard L. Holland, of Florida, and other officials and leaders of that State. The Rivers and Harbors Congress meeting will coincide with the 34th annual convention of the Atlantic Deeper Waterways Association in Miami, Nov. 10-12, and the 30th convention of the American Association of Port Authorities, being held the previous week.

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Defense Aids the River

The following gives the views of the Hon. C. C. Thompson, who feels that defense is aiding the rivers.

"Spurred by the greatest traffic demands on inland waterways since the World War, new barges, each capable of carrying from 200 to 2000 tons of national defense materials, are being launched in the Mississippi, Ohio and tributary rivers at the rate of approximately 80 a month.

"Traffic on the 7000-mile system already is 50 per cent greater than a year ago and the new barge lines are springing up into existence almost overnight to join in the harvest of sulphur, scrap iron, oil, coal, cotton, bauxite, steel and grain transportation profits.

"Between 250 and 300 lines, operating from one to scores of barges each, are estimated on the Mississippi River system now. From 50 to 60 of these can be considered large operators, at least 15 in this class having entered the field during the last 12 mos.

"Barge production is having a relatively happy existence in the defense emergency, a few foresighted coal and oil firms having gone to Washington early to plea for high priority rating for barge steel. Barges, they argued successfully, can haul 5 times as much per ton of steel used in construction as railroad cars.

"The government-owned Federal Barge Lines have reported that June traffic was up 50 per cent, the best month in the company's history."

Mr. Thompson, president of Federal Barge Lines, asserted also that 13 of the 15 new barges the company ordered earlier in the year have been delivered. He said approximately 35 have been delivered to other barge lines in this area.

"General merchandise, coal, sulphur, bauxite and oil shipments particularly are up," he said, expressing the belief that the increase is due to better national business rather than being a tonnage overflow the railroads are unable to handle.

"The only unfortunate feature is that the traffic is 65 per cent North and 35 per cent South, rather than being equally balanced in both directions," he said.

"Movement of general merchandise via barge lines was 100,000 tons greater the first 26 weeks of the river season this year than in the same period of 1940," he remarked.

"Much of the traffic here now is wheat and storage corn from the Middle-West, bulk sulphur from New Orleans and Texas and bauxite for East St. Louis."

Rubber Bulks at Los Angeles

Due to a shifting of many Dutch freighters into the trans-Pacific service, coupled with augmented cargoes brought by Army transports, Los Angeles Harbor apparently has become the principal rubber importing port of the country, with the result that defense rubber imports there have become a serious problem.

Transit sheds are filled to capacity and bales are overflowing into adjacent lots and street margins by the thousands. The situation had reached such a stage early in August that the Los Angeles Harbor Dept. was considering reducing the 10-day free storage time.

As many as 7 ships in 5 days have been in port discharging rubber. The harbor department reported that while up to the close of the first week in August there had been enough sheds to space ships without congestion, rubber imports were growing at such a pace that the momentum may soon make it necessary for the department to impose some penalty to prompt more expeditious removal of the rubber from the port.

During the week ending Aug. 9, three ships each unloaded from 7,500 to 10,000 tons of rubber at Los Angeles Harbor, while at the adjoining Long Beach Harbor another vessel discharged 100,000 bales.

The Los Angeles Harbor Dept., meanwhile, has been investigating reports that the delay in removing the rubber from the port for trans-shipment to its Eastern points of destination is due to lack of labels. This situation is asserted to have come about because of an alleged practice at points of origin in the East Indies of hurrying rubber shipments aboard vessels without complete labeling with the thought of completing the labeling when the cargo arrives at the American port.

-Herr.

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(Concluded from page 50)

System Bill which goes into effect on signature by the President, and which gives priority in the matters of harbor facilities such as lighterage, bunkering and towage to ships moving defense cargoes. Harbor officials on the West Coast believe that enforcement of the new legislation will not slow up port traffic because the voluntary system in effect has given Coast ports experience in this type of handling.

The San Diego meeting had 8 subjects on its agenda, according to Merritt D. McCarl, who is secretary of California Assn. of Port Authorities and traffic manager and assistant port manager of the Port of Oakland. In addition to the above action, the following were taken:

(1) Appointment of a committee in connection with steamship services to and from California ports, the committee consisting of, A. H. Abel, chairman; G. H. Moore, B. C. Allin, J. W. Brennan, C. L. Tilley. The committee intends to show the Maritime Commission that, if granted continuance of "a reasonable number of ships" on the West Coast, California Ports would be enabled to much more effectively serve the nation. Steamship operators, shippers and consignees are claiming that continuance of intercoastal operations are necessary for certain low-pay cargoes, also that railroads will be unable to take care of goods that must be moved. Reports are now being presented at Washington.

(2) Port groups agreed to request Interstate Commerce Commission to postpone from Oct. 2 until Nov. 17, hearing in connection with Ex Parte 144 Involving jurisdiction of the I.C.C. over wharfingers. Postponement was asked to allow for exchange of views, both locally and nationally, at impending port group meetings and conventions. Coast Port officials are not only opposed to the I.C.C. jurisdiction, but also to "the Maritime Commission setting itself up as a judicial body" with jurisdiction over terminal groups.

(3) "Sabotage" was another matter on which views were exchanged by port officials and without any fanfare, it was decided that the circumstances call for constant and attentive harbor surveillance. Such surveillance has been instituted.

In the words of Joseph F. Marias, president of Board of State Harbor Commissions and head of the California Port body: "When you destroy a port or damage it, you destroy the doorway to that region. Those who are responsible, must see that our ports are protected from damage. We have to contend with, not only the intelligent saboteurs, but also 'crackpots.' The latter are, in some ways, more difficult to anticipate and deal with, but we have put into effect unobtrusive but thorough harbor patrols which we hope will guard against damage." Mr. Marias gave the meeting the benefit of his experience along these lines during the first World War.

Other activities of the meeting were of a routine nature, including the choice of Vancouver, B. C., as the coming annual convention site, but that all entertainment features be eliminated due to emergency conditions.—Gidlow.

Leggett Adds to Warehouses

Francis H. Leggett & Co., New York City, manufacturer, importer, and distributor of Premier food products, has leased another of the Terminal Warehouse buildings at 27th and 28th Streets from 11th to 13th Avenues. The new building is the seventh being used by the company.

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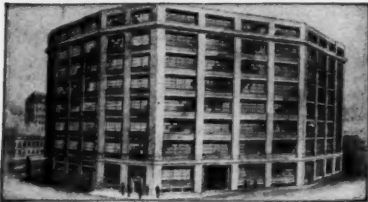
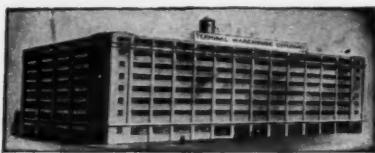
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Pittsburgh May Get Tank-Car Rate Cut To Relieve Eastern Oil Situation

To relieve the oil situation in Eastern United States, tank-car rates from Pittsburgh to the East may be reduced. Possible reduction may come as result of a rate change which boosted shipments of crude oil barged up Mississippi River to 50 cars a day between Lima, Ohio and Bayway, N. J.

Rates might drop about 16 cents, or—as in another instance—from 28 cents to 12 cents per 100 lbs. At the present time, it will not be necessary to put into effect "emergency rates," as used during the drought in the West, says I.C.C.'s Eastern Chairman, Joseph B. Eastman.—Leffingwell.

Pittsburgh's Airport Gets 2 1/2 Million Federal Allocation

Pittsburgh's City-County Airport has received an allocation of \$2,600,000 for purchasing more landing space, grading, paving, drainage and lighting. Civil Aeronautics Administration, however, has rejected as "too high" a \$12,000,000 program submitted by Pittsburgh's County Planning Commission for constructing at City-County Airport new North-South runways by tunneling under the nearby Lebanon Church road. The extended runways would have meant both that larger planes and heavier loads might have been accommodated at the airport when the wind shifted from a Westerly direction. Also, authorities rejected a plan for building new hangars.—Leffingwell.

Seaway Project Opposed By Coal Operators Assn.

Western Pennsylvania Coal Operators Assn. opposes the proposed St. Lawrence River seaway and power project on the ground that it would reduce tremendously the amount of coal mined in the Pittsburgh district. A market for 10,000,000 tons of coal, contends Walter F. Schulton, head of the group, would be lost because "foreign-mined, ocean-borne coal could be shipped into Canada." Schulton bases his estimate "on a combination of reduced rail transportation, loss of Canadian markets and substitution of electric power for steam power when authorities complete the St. Lawrence Electrification Project in conjunction with the seaway."—Leffingwell.

Seattle Port Plans Two 1,000-Ft. Piers on Alaskan Way

With additional dock space urgently needed, the Port of Seattle plans construction of two 1,000-ft. piers on the port's property on Alaskan Way, and has been endeavoring to secure help from the Reconstruction Finance Corp. for assistance in financing same. Additional space has become necessary since the 13th Naval District this August leased the West half of pier 41 for expanded operations, which include the basing of patrol boats and mine sweepers as well as further warehouse space. Arrangements were made for moving warehouse headquarters of the American Mail Line to pier 40.—Litteljohn.

Great Lakes Terminals

With approximately 30 American organizations represented, the Great Lakes Port Terminal Operators has been formed. The new association will pay considerable attention to pending proposals for marine terminal regulation. The chairman of the new organization is A. R. Sheff; the vice-president, Tom Bartel; the secretary-treasurer, M. M. Cohen.

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D. L. & W. and D. & H. Sidings
Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN. ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

80-90 Dudley St.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

Fleet of Long Distance Moving Vans
Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space
Private Tracks Connecting with All Railroad and Steamship Lines
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

*"The Heart of the Piedmont"***TEXTILE WAREHOUSE CO.**

Est. 1922

511-13-15 Rhett St.

**GENERAL MERCHANDISE—H.H.G. STORAGE****Pool Car Distribution—Motor Truck Service****Low Insurance Rate****Private Siding**

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments per annum. Pool Cars distributed. Solicited. Prompt remittance made.

MEMBERS American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records, Personal Service"

Located in the center of the Jobbing & Wholesale District

Sprinklered Low Insurance Private R. R. siding Perfect service



MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.20 per \$1,000 per Annum

Distribution a Specialty.

Merchandise storage, dependable service, free switching. Local cartage delivery, Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.**MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.**

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.**MERCANTILE AND HOUSEHOLD STORAGE****WAREHOUSE STOCK and POOL CAR DISTRIBUTION****Automatic Sprinkler System—Centrally Located**

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE**Automatic Sprinklered—Spot Stock and Pool Car Distribution—Private Siding****Four Billion Dollars****In Defense Contracts****Awarded to D and W Readers****From June 13, 1940, to January 15, 1941****New Refrigerator Car on
West Coast Arouses Interest***(Concluded from page 27)*

While some citrus shippers regard the new P.F.E. car as "the coming method of transporting perishables," others feel that such cars will be practical only in limited numbers. These growers and shippers recognize the car's value for shipments sent to markets where the distribution is in a short radius. They see some difficulty, however, in disposing of a double carload of fruit in some markets, or in disposing of half the load in one market and the other half in another market.

Such viewpoints are balanced by those of other shippers who regard the oversize car as practical for shipping to large metropolitan centers in the Middle West and East in runs on which the fruit loads go through from Southern California without intermediate break-ups.

While no tests with products other than citrus fruits have as yet been made, the car obviously lends itself to the carrying of other perishable merchandise with only minor changes in construction. Officials of the Pacific Fruit Express Co. and the various shippers with whose cooperation the tests have been made declare that no definite conclusions have as yet been reached concerning the practical value of the car for general purposes. But the feeling is general that the extra length, greater load capacity and the 2-compartment arrangement are features that will eventually be recognized as advantages for shipping certain types of perishable merchandise—Herr.

New Houston Warehouse

The National Transfer Co., Houston, Texas, will erect a \$30,000 warehouse on the Northwest corner of Dowling and Jefferson streets. The building will be 2 stories, of brick construction and will contain 35,000 sq. ft. of floorspace. Owners are listed as: J. B. Greenfield; Aaron Freedman, manager; and H. A. Rosenthal.

Tremendous Tonnage Figures

While the large movement of tonnage on the Monongahela River, made possible by the improved locks and dams, has been the subject of considerable discussion, it was Capt. J. H. Reed, lockmaster at Dam No. 3, the Monongahela River, Elizabeth, who compiled figures showing the value of river transportation. In December, 1940, the total freight movement at this lock was 2,679,697 tons. Loaded in barges of 800 tons each, it would require 3,350 barges, and with 6 barges in each tow it would require 558 steamboats to handle this immense tonnage. These steamboats and loaded barges, if placed on end, would measure a distance of approximately 130 miles, lockmaster Reed said. In computing the amount of coal barges, he said, it would have required 38,281 railroad cars of 70 tons each or one solid train 290 miles in length.

**Lower Transcontinental Rail
Rates on Apple Shipments**

News that the long fight for reduction of transcontinental rail rates on apple shipments has been won brings rejoicing to growers and orchard communities of the Pacific Northwest. An average reduction of 7½ cents a box on apples shipped to the East is assured, which is estimated will bring or make a saving of approximately \$1,600,000 to the industry this season. Efforts to obtain lower freight rates on apples have been supported by the Western rail lines, but blocked heretofore by refusal of the Eastern lines to make concessions. Credit is given to the traffic associations of Oregon and Washington, and to officials of the Great Northern railway in securing the reduction in freight rate.—Haskell.

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY
656 Neches St. Beaumont, Texas



Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods
Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

CORPUS CHRISTI, TEXAS

CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANY

Located AT PORT SITE
adjacent to docks NAVIGATION DISTRICT NO. 1

Storage Distribution Drayage
MERCHANDISE EXCLUSIVELY

96,400 Sq. Ft. Sprinklered
NEW YORK CHICAGO
11 WEST 42ND ST. PENN. 6-0967 1525 NEWBERRY AVE. MON.5531

Member: Southwest Warehouse and Transfer's Ass'n

CORPUS CHRISTI, TEXAS

Robinson Warehouse & Storage Co.
General Offices: 1500 N. Broadway, Corpus Christi

Specialists in
General Merchandise Storage—Pool Car Distribution
Public Bonded Warehouses at Alice, Corpus Christi, Harlingen and Victoria . . .
Daily and overnight common carrier Motor Freight Service to Houston, San Antonio, Austin, Laredo and Rio Grande Valley, serving all intermediate points.
Expert Handling; Inquiries Invited.

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Our modern Centrally located fireproof warehouse is completely equipped to serve you with over 75000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING



Since 1875

BINYON-O'KEEFE
Fireproof Storage Co.
Dallas

Since 1875



Associated with Distribution Service, Inc.

DALLAS, TEXAS



Merchants Cold Storage of Dallas
Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St. P. O. Box 5088

DALLAS, TEXAS

A Complete Merchandise Warehouse Service

MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue

Merchandise Storage—Warehouse Space For Rent

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.

1401 Magoffin Ave.

El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos & Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac Rys
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—N.F.W.A.—S.W.T.A.—Agent for Allied Van Lines, Inc.

EL PASO, TEXAS

Security Fireproof Storage Co.

224 No. Campbell St.

Specializing in Merchandise Distribution
Complete Service—Centrally Located
Make Us Your Branch—Inquiries Solicited



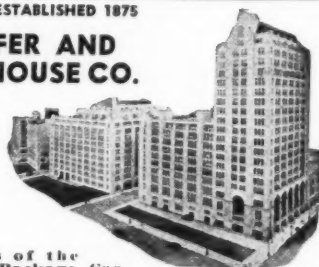
DALLAS, TEXAS

ESTABLISHED 1875

DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof Construction—Office, Display, Manufacturers, and Warehouse Space



Operators of the Lone Star Package Car Company (Dallas and Fort Worth Divisions)
H. & N. T. Motor Freight Line, Inc.
Agents for Allied Van Lines, Inc.
A.W.A., N.F.W.A., American Chain of Warehouses
MEMBERS Southwest Warehouse & Transfermen's Assn, Rotary Club



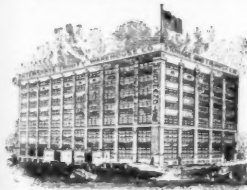
DALLAS, TEXAS

INTERSTATE-TRINITY WAREHOUSE COMPANY

301 North Market St., Dallas

Merchandise Storage and Distribution
Household Goods Storage,
Moving & Packing
Long Distance Hauling

R. E. ABERNATHY, Pres.
J. H. CHILES, Vice-Pres.



* Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0967 1525 NEWBERRY AVE. MON.5531

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Our modern Centrally located fireproof warehouse is completely equipped to serve you with over 90,000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING



Since 1875

BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Since 1875



Associated with Distribution Service, Inc.

FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service
MERCHANDISE STORAGE — COLD STORAGE — POOL CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.
AND
JOHNSON MOTOR LINE

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution

**O. K. Warehouse Co., Inc.**

255 W. 15th St., Fort Worth, Tex.



FORT WORTH, TEXAS

Member of AWA-SWA

The Southwest's Finest Warehouse

**TEXAS AND PACIFIC TERMINAL WAREHOUSE CO.**
MERCHANDISE STORAGE—POOL CAR DISTRIBUTIONWarehouse also
in DallasOffice, display and warehouse space. Ample parking
room for trucks and cars. Low insurance rates.

HOUSTON, TEXAS

BINYON-STRICKLAND**WAREHOUSES, INC.**Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.
Commerce and San Jacinto Houston, TexasRepresented by **ALLIED DISTRIBUTION INC.**
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HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage CompanyGeneral Storage Cold Storage U. S. Custom Bonded
A. D. T. Service Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance RateNew York Representative
Phone Plaza 3-1235Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage

Pool Car Distribution

Sprinklered—A.D.T. Watchmen

Shipside and Uptown Warehouses

Operators—Houston Division

Lone Star Package Car Co.

1117 Vine St. Agents for Allied Van Lines, Inc.

Members N.F.W.A.
State and Local Assn

HOUSTON, TEXAS

In the Heart of the Business District, Use

QUICK SERVICE WAREHOUSE & COLD STORAGE, INC.

102 SAN JACINTO STREET AND 2410 COMMERCE STREET

Fireproof Construction — 8 & 9¢ Insurance Rate
Merchandise Storage — Cold Storage & Cooler Vaults
U. S. Custom Bonded — Packing Rooms
Pool Car Distribution
MOP SIDINGS

HOUSTON, TEXAS

MERCHANDISE DISTRIBUTIONCOMMERCIAL STORAGE—
OFFICE SPACE — PARKING SPACE**T. P. C. STORAGE & TRANSFER CO., INC.**
2301 Commerce Ave.

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901**TEXAS WAREHOUSE COMPANY**Thirty-nine Years
Under Same Continuous Management**MERCHANDISE EXCLUSIVELY**
Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

HOUSTON, TEXAS

Agent for Allied Van Lines, Inc.

UNION Transfer & Storage Co.

1113 Vine St. P.O. Box 305

Forwarding and Distributing

MERCHANDISE STORAGEWarehouses Sprinklered Throughout
Supervised by A.D.T. Service.**SERVICE THAT COUNTS**

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution

Sprinklered—A.D.T. Watchmen

— U. S. Customs Bonded —

— Office Space —

New York Representatives: **DISTRIBUTION SERVICE, INC.** Chicago Representatives: **DISTRIBUTION SERVICE, INC.**
100 Broad Street 219 E. North Water St.
Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER
Transfer and Storage Co., Inc.

OVER 50 YEARS IN HOUSTON

Fireproof Warehouses

Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—20 car lengths of trackage.

Agent for Allied Van Lines, Inc.

Members N. F. W. A.
State and Local Assn.

SAN ANTONIO, TEXAS

MERCHANTS
TRANSFER & STORAGE CO.Complete Storage and Distribution Service
over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD - MERCHAN-

DISE - COLD STORAGE -

CARTAGE.

DISTRIBUTION

INSURANCE RATE . . . 10¢

Members of 4 Leading Associations



Wine Presents Special Handling Problems

(Continued from page 21)

portation companies bringing alcoholic beverages into the State. These licenses are similar to United States Treasury Department transport permits for handling tax-free or specially denatured alcohol, in interstate commerce. Some States require, in addition, that carriers furnish copies of the usual shipping documents, before delivery may be completed. Other States have permit systems which require the carrier to present an approved permit for each individual shipment before bringing the wine into the State. Still others require carriers to make periodic reports of their operations to State authorities.

When a tank car carrying a wine cargo leaves a California point, destined for an Eastern market, it usually must be consigned to a specific licensee at the point of destination; that is, to a licensed winery (when the wine is to be used in further processing); or to a licensed wholesale distributor or bottler (generally for temporary storage prior to bottling, sale, and delivery to retail dealers). On arrival, the bulk wine is pumped into storage tanks or placed in barrels at the premises of the consignee. The consignee may be a branch of the shipping California winery, a wholesaler, a bottler or a bonded warehouse. The manner in which the wine is packaged for sale after arrival at its Eastern market depends entirely on the character of the business and methods of operation of the purchaser or consignee. It may be that every bit of the wine is bottled for sale, or a part of it is bottled and a part is placed in barrels or kegs, or it may be sold in bulk to a number of bottlers or distributors in the area. The reason much of the wine is purchased in bulk for shipment to Eastern States and bottled there is that large savings are thus effected by not having to pay the transportation on glass and cartons. (In recent years, however, the trend toward winery-bottled wines has been steadily growing.) Bottles represent approximately 40 per cent of the weight of bottled wines.

The wines of California and the Pacific Coast States are produced mainly from various kinds of grapes, the original cuttings of which were transplanted from Europe and Asia. The wineland of California extends for more than 500 miles, from as far South as the border of Mexico and extending Northward through 3 or 4 shades of climate, following 2 routes—the long, flat, warm San Joaquin and Sacramento Valleys; and the hilly, sunny, but moist North coast—until it reaches the mountains near the Oregon State line. Within this area are the highest and lowest (and hottest) points of the United States (Death Valley, 280 ft. below sea level, and majestic Mt. Whitney, rising nearly 15,000 ft. into the heights of eternal snow). The varieties of climate within these levels are identical with those of the vast grape producing sections of foreign lands.

Grapes, after being picked, are stemmed and then crushed. The juice, pulp, skins, and seeds, but with nothing added, are then transferred immediately into large fermenting tanks where the grape sugar in the juice is transformed by natural fermentation into wine. Fermentation converts the sugar in the juice into equal parts of wine alcohol and carbon dioxide gas, the latter escaping into the air. When fermentation is complete, the wine is drawn off into storage tanks for aging, usually within about a month after the grapes were crushed. Here it remains, carefully watched by experts, until it is ready for bottling. The storage period is indefinite, depending upon the individual wine. After bottling, it is placed in bins and given further aging, for "bottle ripeness," before being sold. Some wines improve indefinitely with age, under the watchful eye

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER & STORAGE CO.

Specialists in Merchandise Distribution
FIREPROOF BONDED STORAGE

Represented by ALLIED DISTRIBUTION INC.
NEW YORK 11 WEST 42ND ST. PHEN. 4-0000 CHICAGO 1525 NEWBERRY AVE. MON. 5531

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

OGDEN, UTAH

MEMBER OF A.W.A.

WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING
POOL CAR DISTRIBUTION
MERCHANDISE AND COLD STORAGE

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution

Office Facilities.

Member A. W. A.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced concrete Sprinklered Space
Insurance Rate 11 Cents

CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage—Pool Car Distribution

KEYSER MOVING AND STORAGE CO

Est. 328 West 2nd South 1910

72,000 sq. ft. space. Reinforced concrete and brick. Dignified, accessible, and central location. U.P. spur with free switching from or to other lines. P.I.T.D. service rail or truck. Systematic delivery service twice daily. 90% Co-Ins. rate 19¢ per \$100.00. A.D.T. automatic burglar and fire protection. Office and desk space available.

Member AWA—UWL—UWA—AWI

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE SECURITY STORAGE & COMMISSION CO.

230 S. 4TH WEST STREET

Over 32 Years' Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space

Represented by American Chain of Warehouses Inc.
New York Chicago
250 Park Ave. 53 W. Jackson Blvd

MEMBER:
A.W.A.—U.W.A.

NORFOLK, VA.

MEMBER	HOUSEHOLD	AUTOMOBILE STORAGE	MERCHANDISE
NEW-BELL STORAGE CORPORATION			
NORFOLK, VIRGINIA			
MODERN SPRINKLER EQUIPPED WAREHOUSE 50,000 SQUARE FEET PRIVATE RAIL SIDING Lowest Insurance Rate in Norfolk. Pool Car Distribution WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION AGENTS AERO MAYFLOWER TRANSIT COMPANY Member M.W.A. & S.W.A.			

NORFOLK, VA.

Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg and Tidewater Virginia.

Security Storage and Van Corp.

530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse
Motor Van & Lift Van Service
Collections — Distribution
Members—NAT'L F.W.A.—ALLIED VAN LINES

NORFOLK, VA.

Established 1892

**SOUTHGATE
STORAGE COMPANY, Inc.**

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

MEMBER:
A.C.W.
S.W.A.
U.S.C. of C

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

63 Years of Uninterrupted and Expert Service

BROOKS TRANSFER and STORAGE CO., Inc.

1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

DILLARD CARTAGE CO.

Freight Hauling — Contractors Hauling

Specializing in
Pool Car Distribution

Quick Handling of Stop Over Cars—Prompt Returns
Complete Facilities for Motor Freight Lines

RICHMOND, VA.

STORAGE HOUSEHOLD GOODS	THE W. FRED. RICHARDSON Security Storage Corporation	PACKING FOR SHIPMENT
OBJECTS OF ART FURS - RUGS VALUABLES		Local and Long Distance Movements ESTABLISHED 1897 Agent for Allied Van Lines, Inc.

RICHMOND, VA.

100,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION

ESTABLISHED 1908 1709 E. CARY ST.

U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR
Member A.W.A.
BUILDINGS SPRINKLERED

of experts, but many ordinary table wines are best after a short period of aging, and, contrary to general belief, begin to lose quality, thereafter.

Grapes are also grown in other sections of the country—North Carolina, Virginia, New Jersey, New York, Ohio, Michigan, and Missouri. These are largely grown for table use, for the making of grape juice, and to a limited extent, for wines.

Factories on the Move

(Continued from page 30)

Raulard Corp., Chicago, radio equipment, will build new plant at new location, same city, costing \$175,000.

Hard Chrome Engineering Co., Los Angeles, will build new plant at new location, same city.

Philip Carey Mfg. Co., purchased about 200,000 sq. ft. at Perth Amboy, N. J., from the Corner Pardee Tile Works. The property is located at the entrance to the Victory Bridge at South Street.

The Stauffer Chemical Co., San Francisco, Cal., has awarded contracts for construction of a branch manufacturing plant in Portland, Ore. Plans provide for a one-story unit, 100 by 168 ft. in size, to cost \$100,000 or more with equipment.

The Maltbie Chemical Co., Newark, N. J., will award contracts soon for construction of a chemical products manufacturing unit and laboratory in Hanover, N. J., estimated to cost more than \$50,000. Plans provide for a one-story brick, steel and concrete unit 32 by 90 ft. in size.

Standard Container, Inc., Bloomfield, N. J., has purchased the Liondale Bleach, Dye & Print Works plant at Rockaway, N. J. The buildings have an area of more than 250,000 sq. ft., erected on a plot in excess of 25 acres at Main and Flagge Streets and running along the Rockaway River. The Standard Bloomfield plant occupies more than 50,000 sq. ft. of space and employs 300 persons. William Martin Vogel, president of Standard Container, Inc., said the purchase of the Rockaway plant was to fill defense contracts. At present the company is running to capacity on regular commercial lines of manufacture at its Bloomfield plant.

The Lotte Chemical Co., Paterson, N. J., has bought the chemical plant formerly occupied by the United Piece Dye Works, same city, a group of interconnected concrete buildings containing 78,000 sq. ft. from North Jersey Properties, Inc.

The former Overman tire plant at Cortland and Rutgers Streets in Belleville, N. J., has been sold to the American Tag Co., now located in Newark, N. J. The plant comprises approximately an acre and a half of land, and is improved with brick buildings containing 32,000 sq. ft. The property is served by a railroad siding. The American Tag Co. manufactures pin tickets, labels and tags and has a main plant in Chicago. After alterations and the erection of a one-story addition, the owners plan to occupy the plant about Jan. 1, 1942.

Bohn Aluminum & Brass Co., Detroit, will operate a government-owned War Dept. aluminum plant to be located in Southern California. The plant will have an output capacity of 70 million lbs. The Aluminum Co. of America, Pittsburgh, Pa., will assist in the design and construction of the plant.—Herr.

Phelps Dodge Copper Products Corp., New York City, has been granted a lease by the Defense Plant Corp. for the construction of a \$2,995,000-plant at Los

ROANOKE, VA.



H. L. LAWSON & SON
Finance and Storage
Pool Car Distributors
General Merchandise Storage
421-25 EAST CAMPBELL AVE
ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

SEATTLE, WASH.

"SEATTLE'S SHIPSIDE WAREHOUSE"

ACHESON TERMINALS
FOOT OF JACKSON STREET

Affiliated with Seattle's largest draying service—200 Black Ball trucks
and trailers. Covering all ports of Puget Sound via Black Ball ferries
and Black Ball Freight Service.

R. J. ACHESON, PRESIDENT

SEATTLE, WASH.

EYRES TRANSFER & WAREHOUSE CO.

A Seattle Institution—52 years of outstanding service

Cartage — Distribution — Storage

Highest financial rating; new fireproof, A.D.T. sprinklered
buildings; lowest insurance rate (10.2c); modern equipment.
"The Shippers' Open Door to Alaska and the Orient"

Angeles for the manufacture of copper products for the
Army and Navy. Of the total, \$2,269,000 will be spent
for machinery and equipment.—Herr.

National Oil Products Co., headquarters Harrison,
N. J., with California plants located in Berkeley and
Emeryville, is constructing a new manufacturing unit
for its vitamins division at Richmond, Cal. Ultimate
outlays at the new site will probably total \$500,000,
first unit cost set at approximately \$200,000. The
Richmond plant, to be equipped with a modern laboratory,
will produce vitamin fortified oils and other vitamin
products used for poultry and animal feeding, as
well as vitamin concentrates for food and pharmaceutical
industries. The company plans future expansion
at the plant to include production of chemicals for
industries representing petroleum, pulp and paper,
metal workings, textile, cement, paint and varnish,
leather, plastics and cosmetics.—Burns.

Zenith Radio Corp., 6001 Dickens Ave., Chicago, has
acquired 112,000 sq. ft. of additional factory space in a
building across the street.—Slawson.

Bell & Bossett, Chicago, hot water heating systems,
has under construction the first unit of a new plant to
contain 70,000 sq. ft. of floor space at Morton Grove,
Northwest side of Chicago. Plant will replace 2 at
Wallace and So. Halsted Streets. Operation of a 3rd
plant in No. Chicago will continue.—Slawson.

Ace Mfg. Co., Chicago, will build a new plant on the
Chicago River at Irving Park Road.—Slawson.

Dixie-Vortex Co., Chicago, paper cups, has invested
\$20,000 in a one-story addition and other alterations to
the new plant constructed in Oct., 1940, at No. Western
Ave.—Slawson.

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The Parade of New Products

(Concluded from page 29)

of sales. Engineering sales and service departments for the new product are being organized now.

Jewell Tea Co., Inc., operating about 100 food stores in the Chicago area, has purchased a 9-acre tract at Kedzie Avenue and 51st St., and plans construction of a large warehouse. This, it is stated, will be operated as an addition to present Chicago quarters at 3617 So. Ashland Ave., where 265,000 sq. ft. of space is occupied for office and storage purposes.—*Slawson.*

Ace Carton Corporation, 2540 South 50th Ave., Cicero, Ill., has contracted the Clearing Industrial District for a new plant to be erected in the district's newly developed 51st St. section. Construction work on the new plant, containing 92,000 sq. ft. of floor area, shortly will be started. The plant is expected to be completed by Oct. 15. The company manufactures folding paper cartons for a variety of merchandise as well as product display material.

Canadian Ships Borrowed for U. S. Ore Trade

United States ship owners disclosed that Canadian vessels are operating in the American ore trade for the first time in the history of the Great Lakes shipping industry and will haul approximately 3,000,000 tons of the raw material before returning to their Dominion owners.

The freighter Howard L. Shaw and the barge Bryn-barge, of the Great Lakes & St. Lawrence Transportation Co., are the only Canadian-owned carriers now engaged in the trade, but about 8 more will also be pressed into service. An amendment to the U. S. coastal laws, which was sponsored by the OPM, made possible the participation of Canadian vessels in the American ore trade.

Originally, it was reported that 20 or more Canadian vessels would be borrowed for a period of 6 weeks to 2 mos., but American shipping officials are now of the opinion that not more than 10 boats will be needed. The American fleet got off to a fast start, breaking records for the first 3 mos. of the season, and shipping men believe a 73,500,000-ton movement is assured, even though little help is received from the Canadians.

The Patterson Steamship Co. is reported to be ready to send some of its vessels into the American ore trade, but the large carriers of other Dominion fleets are busy in the grain trade and probably will not be available. Throughout the season, a number of Canadian freighters will also be busy carrying ore and coal to Dominion ports.

Vessel owners, unable to count on favorable conditions in November, are eager to have at least 70,000,000 tons of ore on lower lake docks and in furnace yards by Oct. 31. OPM reported that 75,500,000 tons would be needed to keep steel mills working on national defense orders supplied during the winter months and ship operators believe 3,500,000 tons can be transported in November.

In the week ending July 14, coal shipments slumped to 1,091,870 tons as against 1,561,068 tons the previous week, but the decrease was attributed to miners' vacations. The movement, including fuel coal, up to July 14, totaled 16,866,601 tons, compared with 21,959,062 tons in the corresponding period last year.

Third Wool Auction in Preparation at The Port of Stockton

There is every indication, due to the huge purchases of fleeces by the United States Government with which to clothe soldiers and sailors, that Stockton's importance

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to the growing, marketing and weaving industry may shortly become enhanced. This was the opinion expressed by officials of the Pacific Wool Growers Assn. and California-Nevada Wool Sales.

R. A. Ward of Portland, Oregon, vice-president and general manager of the Pacific Wool Growers, C. Wood of Boston, Eastern representative, and Mark Burke, manager of the Stockton office, have all been busily engaged recently in arranging preparations for the first 1941 wool auction to be held in Stockton late this summer.

Last year these auctions made it possible to obtain 3 cents to 10 cents per pound more for the product than was offered growers in the field. Further, it was subsequently revealed, some wool bought by Eastern manufacturers brought the highest prices paid anywhere in the nation. At that time, 1,250,000 lbs. of wool for

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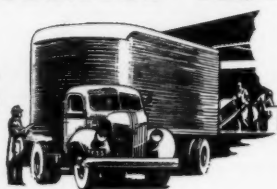
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growers in the San Joaquin and Sacramento Valleys, as well as Nevada, was marketed.

At the present time, they said, the price of wool averages about 5 per cent lower than received in the October, 1940, auction. However, due to governmental buying there is every indication the market will improve noticeably from now on.

American consumption of wool will near the 1,000,000,000-lb. mark, the greatest quantity in history. It is expected the United States Government will require almost one-half this amount, whereas normal consumption for all purchases in this country for the past several years has been around 525,000,000 lbs.

The domestic production this year will be about 450,000,000 lbs., and the United States will have to draw on fleeces from foreign flocks. To date this year they purchased 462,000,000 from Australia, New Zealand, South America and South Africa.

This is the highest quantity of foreign wool ever purchased by the United States. Mr. Ward further explained that while he was in Washington, D. C., recently he was assured that preference will be given to domestic producers, although at the present time there is under discussion a proposed reciprocal trade treaty to increase American purchases of foreign wool.

More than 750,000 lbs. of the 1941 valley clip has been assembled in one of the Port of Stockton's modern brick warehouses. It is being sorted as to quality, grade and shrinkage and will be given careful appraisal in advance of the arrival of eastern buyers. Clips from other growers in the San Joaquin and Sacramento valleys, and the State of Nevada, are arriving daily and the association is inviting additional offerings.

The Port of Stockton's warehouses have been found to be exceptionally suited for storing this wool prior to the wool auction manner of selling, which met with so much favorable comment and success last season.

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